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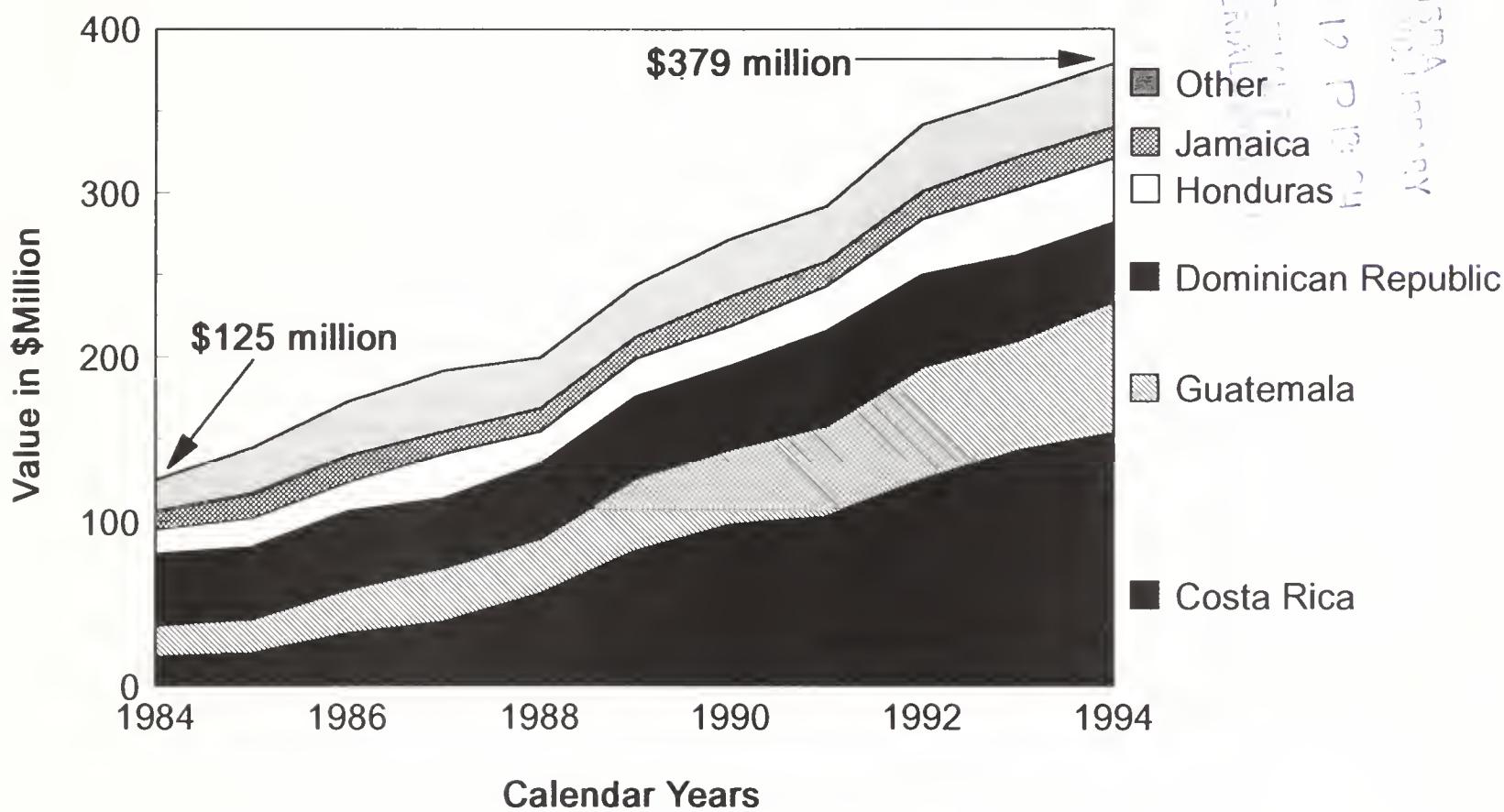
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SD

World Horticultural Trade & U.S. Export Opportunities

**U.S. Imports of Horticultural Products^{1/} from
Caribbean Basin Countries Have Increased
Sharply Since the CBI Program Started in 1984**



1/ All horticultural products other than bananas and plantains.

Source: U.S. Bureau of the Census

U.S. imports of horticultural products (excluding bananas and plantains) from Caribbean Basin Initiative (CBI) countries have tripled since the CBI program came into effect in 1984. Total import value reached a record \$379 million in 1994, compared to \$125 million 11 years ago. Chief CBI suppliers continued to be Costa Rica, Guatemala, and the Dominican Republic. Cantaloupes, pineapples, and ornamental products were again the major import items from the region. During the same period, U.S. horticultural product exports to CBI markets have also tripled. U.S. export value totaled \$257 million in 1994 versus \$83 million in 1984. U.S. shipments of consumer-ready products, fresh fruit, and fruit juices have continued strong. [For further details on U.S. horticultural trade with CBI countries, see article on page 30]

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Stephanie Riddick	202-720-9792	Dried fruit, avocados, beer, hops, and berries
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Steve Shnitzler	202-720-8495	Dried fruit, kiwifruit, and ginseng

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Export Summary

U.S. exports of horticultural products to all countries in May 1995 totaled \$767.2 million, 3 percent above the same month a year earlier. Eleven out of 15 categories of agricultural exports registered increases. Categories with the most significant increases in May were fresh vegetables (up \$11.9 million or 11 percent); frozen vegetables (up \$7.3 million or 29 percent); and canned vegetables (up \$10.6 million or 25 percent). Tree nuts registered the sharpest decline (down \$23.0 million or 30 percent). During the first eight months (October-May) of fiscal 1995, the total value of U.S. horticultural exports was \$6.15 billion -- 17 percent over the same period last year.

All measures not otherwise noted are metric. One kilogram (kg.) = 2.2046 pounds,
1 metric ton = 2,204.62 pounds, 1 liter = 0.2642 gallon,
1 hectoliter (hl.) = 26.42 gallons, and 1 hectare (ha.) = 2.471 acres.

U.S. EXPORTS OF SELECTED HORTICULTURAL COMMODITIES
WORLD TOTAL, OCTOBER-SEPTEMBER YEAR
MAY 95

NAME		QUANTITY						VALUE (1,000 DOLLARS)							
GROUP	COMMODITY	CURR LAST	MO YR	CURR LAST	MO YR	TODATE LAST	YR	TODATE CURR	YR	CURR LAST	MO YR	YR TDT	YR TDT	CURR YR	LAST YEAR
FR, FRUIT CITRUS	MT														
GRAPEFRUIT		22,743	26,139	400,908	418,236	461,577	10,265	13,539	198,863	203,569	228,387				
LEMONS		8,908	10,642	85,488	90,127	124,410	5,643	7,888	64,442	74,219	108,711				
ORANGES, INCL TMPLS		81,029	71,826	398,150	442,749	543,324	41,285	215,591	242,897	291,021					
OTHER CITRUS		704	769	24,992	22,559	26,339	555	714	19,219	19,445	20,325				
Subtotal:----		113,386	109,378	909,539	973,672	1,155,652	60,229	63,428	498,117	540,132	648,447				
FR, FRT, NON-CIT	MT														
APPLES		50,885	50,191	476,326	517,653	662,897	29,343	28,786	290,223	310,733	404,229				
AVOCADOS		530	671	4,058	8,156	8,923	1,185	1,180	5,226	8,273	11,337				
CHERRIES SWT & TRT		8,318	9,052	8,533	10,665	30,641	44,762	46,278	45,304	47,927	130,864				
GRAPES		4,676	5,722	99,781	100,421	215,510	7,262	10,016	115,981	126,408	244,148				
KIWI FRUIT		406	438	8,280	8,767	8,748	525	454	12,206	13,091					
MELONS		24,963	26,392	59,283	62,610	218,603	8,822	10,484	29,294	30,617	82,265				
PAPAYA		799	559	5,228	5,756	7,759	1,399	1,306	9,898	11,885	14,547				
PEACHES & NCTRNS		9,162	6,400	12,288	10,618	83,306	9,545	8,486	12,633	12,154	65,914				
PEARS		9,852	4,013	99,026	101,446	137,040	5,180	2,845	54,267	54,645	74,043				
PLUMS/PRUNES		1,937	1,153	5,398	6,056	69,918	1,970	1,754	5,204	6,593	56,882				
STRAWBERRIES		8,896	6,903	29,906	25,634	57,107	12,141	11,067	49,695	46,227	94,942				
OTHER NON-CITRUS		4,638	4,304	27,345	24,684	55,521	6,094	6,286	27,275	27,849	60,348				
Subtotal:----		125,067	115,803	835,457	882,472	1,555,979	128,235	128,948	657,509	695,521	1,252,616				
CND/PREP FRUIT	MT														
CHERRIES TRT CND		869	928	4,793	4,611	8,402	1,183	1,047	6,092	6,068	10,731				
FRUIT MIXTURES		2,563	2,454	17,497	20,425	26,348	2,870	2,787	20,496	24,062	30,536				
MARACHINO CHRY		273	331	3,043	3,072	4,685	594	691	5,931	6,449	9,003				
PEACHES CANNED		1,995	2,379	12,471	13,067	18,173	1,918	2,087	12,041	11,766	17,798				
PINEAPPLE CANNED		339	368	22,630	22,887	4,156	303	324	2,361	2,582	3,659				
FRT PREP/PRES		5,633	5,483	39,770	49,142	62,249	6,279	6,797	46,532	56,398	74,024				
OTHER CANNED FR		5,830	5,590	26,729	29,392	43,183	4,619	2,634	22,142	26,871	38,088				
Subtotal:----		17,507	14,537	106,937	122,600	167,199	17,768	16,371	115,598	134,200	183,843				
DRIED FRUIT	MT														
PRUNES, DRIED		4,161	4,573	39,541	41,412	57,923	10,723	10,970	92,373	97,378	137,199				
RAISINS, DRIED		9,899	9,166	79,778	79,521	122,625	16,264	14,570	125,956	127,951	195,347				
OTHER DRIED FRUIT		1,607	2,212	14,837	18,627	20,739	3,847	4,129	36,274	40,596	51,362				
Subtotal:----		15,668	15,952	134,157	139,561	201,288	30,835	29,670	254,604	265,926	383,909				
FROZEN FRUIT	MT														
BLUEBERRIES, FZN		693	1,232	3,908	5,313	7,104	1,016	1,916	6,048	8,009	10,516				
STRAWBERRIES, FZN		1,010	1,378	11,952	16,330	27,248	1,282	1,748	15,883	21,468	34,765				
OTHER FZN FRUIT		1,067	1,449	7,479	10,943	15,317	1,763	1,877	11,818	16,284	23,995				
Subtotal:----		2,771	4,060	23,339	32,587	49,670	4,061	5,543	33,750	45,762	69,377				
FRT&VEG JUICE (SSE) KL															
GRAPEFRUIT JUICE	CNC	4,702	4,989	21,469	35,902	37,622	3,915	3,164	20,055	28,380	33,808				
ORANGE JUICE, CNC		12,577	13,597	71,731	109,422	127,494	8,233	8,823	43,386	73,146	84,553				
ORANGE JUICE, CMC		26,093	25,125	146,380	166,843	268,785	13,753	14,258	89,520	105,674	149,035				
OTHER JUICES		32,031	37,129	222,427	258,546	362,485	23,863	28,031	153,587	198,688	248,341				
Subtotal:----		75,404	80,841	462,009	570,714	796,387	49,765	54,277	311,550	405,889	515,738				
VEGETABLES, FR	MT														
ASPARAGUS, FR, CHLD		3,993	2,721	19,910	15,581	21,980	10,747	8,031	63,604	58,705	71,547				
BROCCOLI		14,242	12,836	96,490	81,185	128,764	8,837	8,678	57,927	63,874	80,197				
CAULIFLOWER		8,867	10,106	67,796	65,376	94,794	6,200	7,968	43,610	50,211	61,798				
CELERI		12,320	11,679	88,599	82,638	117,643	4,721	6,543	28,113	45,025	37,955				
LETTUCE, FR, CH.		35,283	30,022	232,045	215,951	309,932	14,468	25,601	91,023	152,632	126,426				
ONIONS, FR		13,558	15,407	83,430	227,585	193,828	4,577	6,336	35,657	79,173	69,757				
PEPPERS		6,330	6,630	36,537	36,175	52,747	5,541	4,753	30,965	35,594	44,884				
TOMATOES, FR, CH.		13,265	14,985	90,604	91,835	148,517	8,954	7,006	74,621	76,169	114,143				
OTHER VEG, FR		99,286	90,719	403,596	471,973	686,139	45,147	46,200	235,687	277,546	361,952				
Subtotal:----		207,145	195,109	1,119,010	1,288,304	1,754,349	109,197	121,119	661,212	838,934	968,665				
VEGETABLES CANNED	MT														
CATSUP & CHILI SA		2,799	2,743	19,099	28,177	31,335	2,400	2,074	15,815	20,231	24,793				
SWEET CORN CANNED		9,998	17,319	104,291	114,790	150,029	8,246	14,350	83,098	96,268	121,698				
TOMATO PASTE		4,365	7,235	48,547	63,829	76,150	3,995	5,831	40,533	52,131	63,088				
TOMATO SAUCE		9,144	6,727	54,721	53,973	80,996	8,342	6,732	55,122	52,675	79,832				
OTHER CANNED VEG.		16,152	20,154	135,318	150,927	206,930	19,087	23,549	168,616	181,062	249,921				
Subtotal:----		42,460	54,181	361,978	411,699	545,443	42,073	52,639	363,187	402,370	539,334				
FROZEN VEGETABLES	MT														
FROZEN FRENCH FRY		20,897	28,479	162,080	229,897	246,544	15,334	20,622	116,366	169,723	178,026				
FZN SWT, CORN		4,153	5,446	42,095	46,917	62,340	3,935	4,573	37,310	41,113	55,228				
OTHER POT, FZN		1,753	2,378	13,926	15,590	19,930	1,305	1,934	11,149	13,045	15,985				
OTHER FZN VEG		4,599	5,933	36,221	47,791	55,286	4,512	5,295	34,258	42,757	53,023				
Subtotal:----		31,403	42,237	254,323	340,197	384,101	25,088	32,425	199,084	266,640	302,264				
DEHYD VEGETABLES	MT														
GARLIC DEHYD		619	816	5,102	5,273	8,031	1,616	1,866	12,351	12,425	19,224				
ONIONS DEHYD		2,515	2,												

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES
 WORLD TOTAL, OCTOBER-SEPTEMBER YEAR
 MAY 95

EXPORT NEWS AND OPPORTUNITIES

GSM-102 credit guarantee program targets Brazil

Since our last report, five million dollars of GSM-102 coverage for exports of U.S. apples, table grapes, and pears to Brazil have been made available for FY 1995. No other activity was noted in the GSM-102 program since the July 1995 report. Under the GSM-102 credit guarantee program, repayment terms are usually three years. For example, through this program, the U.S. exporter can be paid by the U.S. bank immediately upon export if an irrevocable letter

of Credit is opened by the importer's bank and financed by the U.S. bank. The importer's bank then has up to three years to repay the U.S. bank. A slightly different approach has been specified for the FY 1995 program for Russia, which offers coverage only on 90-day terms. These repayment terms are also available for Mexico. Note: applications to include other horticultural commodities and products in GSM-102 programs will be considered by FAS. (For further information on the GSM-102 program for horticultural commodities, contact Ross G. Kreamer, 202-720-9903.)

FY 1995 GSM-102 Credit Guarantee Coverage 1/

Country/Commodity	Announced Allocations FY 1995 (\$1,000)	Exporter Applications Approved (\$1,000)	Balance (\$1,000)
China			
Assorted 2/	100,000	0	100,000
Indonesia			
Potatoes 3/	2,000	0	2,000
Mexico	1,075,000	1,012,200	62,800
Fresh Fruits and Nuts 4/		3,800	
Hops		3,200	
Russia 5/	9,500	0	9,500
Tunisia			
Almonds/Walnuts	500	0	500
Raisins	500	0	500
Andean Region 6/			
Tree Nuts and			
Fresh Fruits 7/	1,000	0	1,000
Brazil			
Fresh Fruit 8/	5,000	0	5,000

1/ Coverage announced through July 7, 1995.

2/ Assorted commodities. Chinese phytosanitary regulations currently permit imports of apples, cherries, and hop products.

3/ Cut and frozen for french fries.

4/ Apples, pears, plums, peaches, nectarines, kiwifruit, strawberries, and almonds.

5/ Apples, oranges, tangerines, lemons, pears, canned or frozen (corn, peas, mixed vegetables, tomatoes, green beans, and spinach). Sales must be registered by July 1, 1995; final export date is July 31, 1995.

6/ Includes Bolivia, Colombia, Ecuador, El Salvador, Peru, and Venezuela.

7/ Almonds, walnuts, pistachios, pecans, and hazelnuts; apples, pears, plums, peaches, nectarines, and strawberries.

8/ Apples, grapes, and pears.

CCC publishes notice of proposed rule making on new export guarantee program

A potentially more attractive and flexible credit guarantee program that may meet the particular needs of the horticultural industry is currently making its way through official channels. The proposed rule for regulations governing the Commodity Credit Corporation's (CCC) Supplier Credit Guarantee Program (SCGP) was published in the Federal Register (Vol. 60, No. 138, p. 37025), July 19, 1995. The proposed rule would amend the GSM-102/103 program, by adding a category (D) that establishes the terms and conditions of the SCGP. Public comments on this proposal must be submitted in writing on or before September 18, 1995.

Advantages of the proposed SCGP are apparent

The SCGP will offer certain advantages to exporters of U.S. horticultural products and their importers that are not available under the standard GSM-102 terms. Most importantly, exporters may apply to CCC for guarantees of repayment of credits extended to importers without the requirement of a letter of credit opened by an eligible foreign bank. Under SCGP, CCC will guarantee payment of the importer's obligation to the exporter. The importer will benefit by avoiding the cost and delays of opening a bank letter of credit. Moreover, because the importer, and not the foreign bank, is the borrower, the importer will enjoy the full benefit of the credit terms guaranteed by CCC.

How certain provisions of SCGP differ from GSM-102

The SCGP poses certain financial risks to the CCC by accepting importer risk rather than foreign bank risk, as under standard GSM-102 terms. The CCC recognizes that a higher rate of default in payments to exports could occur. Accordingly, the following SCGP features are some of the modifications of the standard GSM-102 program.

1) Importer Obligation is in U.S. Dollars. The importer obligation must be in the form of a fixed rate or floating rate promissory note and is

defined in the proposed rule making. The promissory note provides payment in U.S. dollars, on a specified date, and must be made in favor of the exporter by the importer. No other form of importer obligation may be used.

2) Coverage could be at 50-percent level. The CCC anticipates announcing lower levels of coverage for principal and/or interest under SCGP than are currently available under the GSM-102 terms. This provides an incentive to exporters and their assignees to evaluate carefully the credit risk posed by individual importers. The amount of coverage under SCGP is not specified in the proposed regulations. However, CCC is considering inaugurating the program with maximum principal coverage of 50 percent of port value, and no interest coverage. Comments are encouraged on the matter of coverage levels in the SCGP.

3) Guarantee fees could be higher than standard GSM-102 terms. Guarantee fees will likely be higher than those charged under GSM-102 for comparable credit periods. One approach being considered by CCC is to charge a uniform fee in the mid-range of insurance premia charged by EXIMBANK for good risk countries in its short-term, single-buyer insurance program. This fee would be irrespective of the eligible country in which the importer is located and of the length of the credit period. Currently, the fee would equate to about \$0.95 per \$100 of guarantee coverage. In accordance with provisions of the 1978 Agricultural Trade Act, fees cannot exceed \$1.00 per \$100 of guarantee.

4) Length of credit period up to 180 days. SCGP guarantees would be available for periods not to exceed 180 days.

5) Application for SCGP Guarantee. The CCC does not intend to conduct routine independent creditworthiness evaluations of individual importers. However, CCC proposes to reserve the right to require exporters to provide additional information about the importer in the process of applying for an SCGP guarantee. If accepted, this requirement would primarily focus on past transactions of importers whose obligations CCC has not guaranteed.

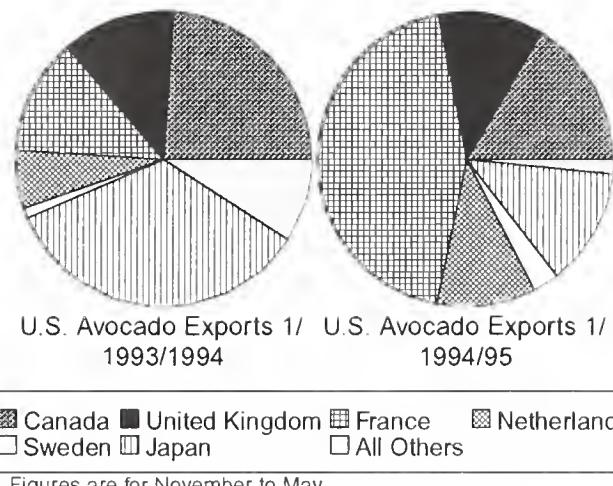
6) Ineligible Exporter criteria. This provision is intended to prevent a situation in which CCC would receive a claim from an exporter who directly or indirectly owns or controls, or is owned or controlled, by the importer responsible for the default.

(For questions regarding the SCGP proposed rule, please contact Penny Badolato at (202) 720-8639, or by FAX (202) 720-0938; or Ross Kreamer at (202) 720-9903.)

U.S. avocado production and exports increase

USDA's National Agricultural Statistics Service (NASS) estimates U.S. avocado production at 154,500 tons in 1994/95, a 12 percent increase over the previous year. Favorable weather contributed to the increase. At the same time, exports to date (November 1994 to May 1995) are up more than 115 percent from the same time period the previous year. Exports have increased significantly to Canada (up 49 percent) and to the European Union (up 291 percent). Total U.S. exports of avocados in 1994/95 are forecast at 13,000 tons, 44 percent above the previous year's shipments.

France is the largest market for U.S. avocado exports. U.S. exports to France to date in 1994/95 are more than 6 times above the volume shipped the previous year during the same time period and have already exceeded last year's total imports. Drought and poor weather in the major exporting countries of South Africa and Spain, have reduced avocado exports from these countries to the European Union.



1/ Figures are for November to May
Source. U.S. Bureau of the Census

U.S. Avocados: Production, Supply & Distribution (Metric Tons)

Marketing Years 1992/93 - 1994/95 1/

	1992/93	1993/94	1994/95 F
Production	264,490	137,575	154,493
Imports	12,455	17,874	18,000
Total Supply	276,945	155,449	172,493
Exports	14,600	9,014	13,000
Domestic Consumption	262,345	146,435	159,493
Total Distribution	276,945	155,449	172,493

1/ Marketing year is November/October
F- Forecast

U.S. horticultural exports to Vietnam continue to expand

Vietnam's economy remains one of the hottest in the region, with growth pegged at over 9 percent for the current year. Since the lifting of the trade embargo in February 1994, U.S. exports of horticultural commodities to Vietnam have shown steady growth. According to Census Bureau statistics, through the first eight months of FY 1995, direct U.S. horticultural exports to Vietnam approached \$4.4 million. Apples and grapes were key trade items, accounting for a respective 33 percent and 12 percent of that total. However, indirect U.S. horticultural exports, notably through Singapore and Hong Kong, make the true total higher, although there is no way to quantify them. Indirect trade is likely to decline, since importers in Vietnam are reported to prefer doing business directly with U.S. exporters, due to price and quality considerations.

The expanding level of trade is consistent with the conclusions of an FAS/industry team visit to Vietnam in May 1995. The team found strong market potential for a range of U.S. horticultural products, notably citrus, particularly in Ho Chi Minh City. Hanoi currently maintains an import licensing regime for "consumer/luxury" goods, a designation that extends to most horticultural products. As imports continue to expand, it will become increasingly important to watch for possible action by Hanoi to tighten market access for imported products in a move to protect the country's balance of payments position.

WORLD TRADE SITUATION AND POLICY UPDATES

Findings of NAFTA S&P expert group reflect progress for U.S. cherries

An expert working group, formed under the auspices of the NAFTA Sanitary and Phytosanitary Committee to review the longstanding dispute on access to Mexico for U.S. sweet cherries, recently issued its final report. The group's conclusions contain

several positive findings from the U.S. perspective. First, two of the pests reviewed by the group were dismissed as not being of quarantine significance to Mexico, narrowing the number of legitimate pests of concern to two. In addition, the group concluded that risks associated with the two remaining pests could be effectively mitigated through either a systems approach to pest management and control, or by certifying production areas as being "free of" the pests in question. Significantly, the findings of the group did not support a fumigation requirement. Mexico has been insisting for several years that U.S. cherries must be fumigated with methyl bromide as a condition for entry, something the U.S. side has maintained is unjustified. A resolution to these issues, leading to access for U.S. cherries will be taken up at the next meeting of the NAFTA S&P Committee meeting. No date has been set for this meeting. The U.S. industry views Mexico as a promising market for its sweet cherries with sales reaching \$10-15 million dollars annually.

Taiwan's postponement of new apple import requirement is positive news for U.S. exporters

The AIT Agricultural Section recently reported that U.S. exporters will not face new, phytosanitary import regulations for the 1995 apple crop. The report was based on discussions with Taiwan quarantine authorities. The U.S. industry was concerned that new codling moth import regulations, promulgated in May 1995, would be retroactive and severely limit exports of 1995 apples to Taiwan. Technical discussions between USDA and Taiwan quarantine authorities are planned for September at which time the new guidelines will be reviewed.

USDA proposes allowing Mexican avocado imports into selected additional states

On July 3, 1995, the USDA published a proposed rule in the Federal Register that would allow the importation of fresh Hass avocados from orchards in Michoacan, Mexico.

Requirements under the proposed rule include pest surveys and cultural practices in the production areas. In addition, exporters would also have to comply to special packing, inspection, and shipping procedures. The proposal would allow imports only into Northeastern states during late fall and early winter where climatic conditions would prevent the survival of pests. USDA's Animal and Plant Health Inspection Service officials believe that these requirements will effectively prevent the introduction of plant pests into the United States. Avocado imports from Mexico have been banned since 1914 and were only recently allowed into Alaska in July 1993.

Public hearings will be held nationwide in August, including hearings August 17-18 in Washington D.C. and August 30-31 in Southern California, to discuss scientific information, risk assessments and other aspects of the proposal.

Taiwan tariff cuts to benefit U.S. horticultural exports

Fulfilling a longstanding bilateral agreement with the United States, Taiwan lowered tariffs on a wide range of agricultural products effective July 14, 1995. A large number of horticultural products, including oranges, grapefruit, pears, sweet cherries, kiwifruit, and dried prunes, were included in the tariff package. Tariffs for these six items, U.S. exports of which to Taiwan totaled \$37 million in CY 1994, have been reduced by 20-40 percent. These reductions, together with future tariff cuts secured through GATT/WTO accession negotiations, are expected to significantly enhance U.S. export prospects for horticultural products to Taiwan in the coming years. Total U.S. exports of horticultural products to Taiwan were valued at \$355 million in CY 1994.

New brand name for Australian fresh fruit and vegetables

The Australian Horticultural Corporation, AHC, an umbrella organization established in 1988, is seeking to facilitate, encourage and co-ordinate horticultural marketing with an emphasis on exports. One of the goals of the AHC is to more than double the value of horticultural exports to A\$800 million by the year 2000. In trying to reach this goal, the AHC has recently established an Australian Produce Identification (API) program with the objective of building a market preference for Australian horticultural exports by marketing produce identified by an API logo. "Australian Fresh" is the name for a new brand of fresh fruits and vegetables which were launched recently by the AHC under the API logo. The AHC developed the logo and marketing program after research in foreign markets showed that there was not a coherent marketing approach for Australian horticultural produce emphasizing the freshness and "greenness" of the product. (Based on information from the Agricultural Counselor's office in Canberra.)

Orange Juice Situation in Selected Countries

Orange juice supplies in selected countries in 1994/95 are forecast at 2.47 million metric tons, about the same as the previous year's level. A sharp increase in U.S. orange juice production is expected to more than offset lower output from Brazil. These large supplies will continue to challenge the marketing ability of exporters. Orange juice exports from selected countries in 1994/95 are forecast at 1.22 million metric tons -- 8 percent below the previous year's shipments. Brazil, the world's largest exporter, is expected to account for most of the decrease, primarily due to reduced import demand from the United States. U.S. orange juice exports, on the other hand, are currently running at a record pace, primarily to the European Union. Increased demand for a higher quality not from concentrate (NFC) juice, the devaluation of the dollar against some EU currencies, and strong marketing efforts from U.S. brand companies are boosting U.S. exports.

Summary

Orange juice supplies in selected countries in 1994/95 are forecast at 2.47 million metric tons (65 degrees brix), or about the same as the level of the previous two years. Orange juice production in selected countries in 1994/95 is forecast at 2.09 million tons or about the same as last year's output. However, U.S. orange juice production in 1994/95 is forecast to increase by 13 percent to 900,000 tons, due to a larger Florida orange harvest. Brazilian orange juice output, on the other hand, is forecast to decrease by 8 percent to 1.0 million tons, due to expected lower juice yields and increased domestic demand for fresh squeezed oranges.

Total orange juice exports from selected countries in 1994/95 are forecast at 1.22 million tons -- 8 percent below the previous season's shipments. Brazil is expected to account for nearly all of the decrease in exports. Brazilian exports to the United States, the largest importer, are forecast down sharply in 1994/95 due to the larger U.S. supplies. Brazil accounts for 79 percent of world orange juice exports, followed by the United States with 7 percent.

Outlook for major producers in the Southern Hemisphere

Southern Hemisphere orange juice production for the 1995 season 1/ is forecast at 1.04 million tons, 9 percent below last season's output. Production is forecast down in all selected Southern Hemisphere countries except for South Africa. However, Brazil is expected to account for the bulk of the decrease in output.

Southern Hemisphere orange juice exports in the 1995 season are forecast to fall 10 percent to 976,226 tons, due primarily to reduced import demand from the United States. Brazil accounts for 99 percent of total selected country Southern Hemisphere exports.

Brazil is the world's largest orange juice producer, accounting for nearly half of world output. Brazil is also the world's largest orange juice exporter, accounting for nearly 80 percent of world shipments. The state of Sao Paulo accounts for about 98 percent of total orange juice produced and exported by Brazil.

1/ The 1995 Southern Hemisphere season corresponds to the 1994 Northern Hemisphere season in the 1994/95 marketing year shown in the tables in the statistical section. However, for actual marketing year period, see footnotes on tables.

There have been no changes in Brazilian orange juice estimates since last reported. See the July issue of *World Horticultural Trade & U.S. Export Opportunities* for additional details on the Brazilian orange and orange juice situation.

No significant changes in the 1995 season are expected from the previous year in other Southern Hemisphere producing countries.

Revisions for major producers in the Northern Hemisphere

Northern Hemisphere orange juice production for 1994/95 is estimated at a record 1.04 million metric tons, up 2 percent from the February forecast. Since February (see February 1995 issue of *World Horticultural Trade & U.S. Export Opportunities*), increases in production estimates for the United States, Mexico, Greece, and Spain more than offset decreases in Israel, Morocco, and Italy.

Northern Hemisphere orange juice exports for 1994/95 are forecast at 211,585 tons, unchanged from the February forecast. Increases in export forecasts for Mexico, Italy, and Spain offset decreases in Israel and Morocco.

United States' orange juice production in 1994/95 is estimated at 900,000 metric tons, 2 percent above the February forecast. More oranges are expected to be processed, due to an upward revision in the Florida orange crop. Florida accounts for 95 percent of total U.S. orange juice production.

U.S. orange juice exports in 1994/95 are forecast at a record 85,000 tons, 13 percent above last season's shipments. For the first 6 months of the 1994/95 season (December-November) U.S. orange juice exports are running 32 percent ahead of the previous season. A significant increase in exports to the European Union has more than offset a decrease in shipments to Japan. U.S. exports to the EU to date (December 1994 to May 1995) have reached 18,420 tons, 64 percent ahead of last year's shipments during the same time period.

The pure juice market in the EU has significant upward potential based on the current average consumption level of 14 liters for pure juice. Within Europe, juice consumption is the highest in Germany at 27 liters per capita, followed by the UK with 13 liters, and France with 12 liters.

The orange juice market is experiencing a healthy upward trend, due to the increased demand for a higher quality not from concentrate (NFC) juice, the devaluation of the dollar against some EU currencies, and strong marketing efforts from U.S. brand companies. In France for example, the trend is toward a "fresh squeezed" taste that is becoming associated with the U.S. orange juice product. Even though the U.S. product is more expensive than the Brazilian product, the quality is superior and consumers are willing to pay a higher price for it. The European economy is relatively healthy, particularly in France where inflation is low. Strong marketing efforts include opening distribution channels and offering different product forms such as pasteurized products, plastic bottles, tetrabrik and juice packed in cartons.

The U.S. orange juice import forecast for 1994/95 has been reduced to 160,000 tons, 6 percent below the previous forecast and 44 percent below the previous year's imports. Florida's larger orange juice production reduces the need for imports. In addition, orange juice consumption in 1994/95 is expected to approximate the previous year's level.

Mexico's orange juice production in 1994/95 is estimated at 40,000 tons, compared with the February forecast of 31,000 tons. More attractive international prices for frozen concentrate orange juice and last December's peso devaluation have allowed the processing sector to be more competitive with the domestic fresh market. Processing plants which have been closed the past 2 years have recently begun to process oranges because of the more favorable situation. Mexico's orange juice export forecast for 1994/95 has been increased from 31,000 to 38,000 metric tons, based on the expected larger output and the goal to fill the U.S. tariff-rate quota under NAFTA. For details

on NAFTA, see the February issue of *World Horticultural Trade & U.S. Export Opportunities*.

Israel's orange juice production estimate for 1994/95 was reduced from 27,000 to 14,399 tons, based on a sharp reduction in the amount of oranges expected to be processed. The 1994/95 oranges for processing forecast was reduced from 300,000 to 100,000 tons. The processors had difficulty in competing with the fresh export market because the Israeli Government announced at the beginning of April that it would subsidize shipments (\$30 per metric ton) of industrial quality Valencia Lates to countries of the former Soviet Union. As a result of this measure, fresh orange exports are expected to increase sharply.

The Moroccan orange juice production forecast for 1994/95 has been reduced from 13,000 to 4,000 tons. A smaller orange crop and more favorable prices for fruit destined for the fresh market have reduced the outlook for oranges expected to be processed. Morocco's 1994/95 orange juice export forecast has consequently been reduced from 13,000 to 8,000 tons.

Italy's orange juice production forecast for 1994/95 was reduced from 29,241 to 24,624 tons. Strong domestic demand for fresh orange consumption has reduced the amount of oranges expected to be processed. The orange juice export forecast for 1994/95, on the other hand, has been increased from 23,085 to 26,163 metric tons. The devaluation of the Lira has made Italian orange juice exports more competitive.

There were no other significant changes for Northern Hemisphere countries.

For more information about orange juice, contact Joseph Somers, USDA's Horticultural and Tropical Products Division, (202) 720-2974

Table 1
ORANGE JUICE: SUPPLY & UTILIZATION
MAJOR PRODUCING COUNTRIES IN NORTHERN HEMISPHERE
METRIC TONS, 65 DEGREES BRIX 1/

Country/Year 2/	Begin. Stocks	Production	Imports	Exports	Consumption	Ending Stocks
Greece 3/						
1991/92	5,802	10,351	5,993	7,264	9,682	5,200
1992/93	5,200	11,800	7,969	2,798	13,671	8,500
1993/94	8,500	8,050	7,000	3,500	14,000	6,050
1994/95 F	6,050	11,900	6,000	4,000	14,500	5,450
Israel 4/ 5/						
1991/92	3,138	23,998	4,615	21,044	10,153	554
1992/93	554	19,014	7,384	20,306	5,538	1,108
1993/94	1,108	16,799	7,384	16,614	7,384	1,292
1994/95 F	1,292	14,399	7,384	16,614	5,538	923
Italy 6/						
1991/92	24,084	49,248	3,009	26,317	20,315	29,709
1992/93	29,709	38,475	2,924	16,006	20,782	34,320
1993/94	34,320	35,397	3,232	24,316	21,546	27,086
1994/95 F	27,086	24,624	3,232	26,163	21,546	7,233
Mexico 6/						
1991/92	0	14,000	0	7,000	2,000	5,000
1992/93	5,000	25,000	0	23,000	2,000	5,000
1993/94	5,000	33,000	0	36,000	2,000	0
1994/95 F	0	40,000	0	38,000	2,000	0
Morocco 5/						
1991/92	2,947	6,713	0	5,806	2,567	1,287
1992/93	1,287	9,063	0	3,793	1,913	4,644
1993/94	4,644	21,076	0	12,135	2,902	10,683
1994/95 F	10,683	4,000	0	8,000	3,000	3,683
Spain 7/						
1991/92	0	33,000	20,000	39,000	10,000	4,000
1992/93	4,000	24,000	20,000	39,000	9,000	0
1993/94	0	25,000	20,000	35,000	10,000	0
1994/95 F	0	23,000	22,000	35,000	10,000	0
Turkey 5/						
1991/92	2,000	8,300	215	434	8,081	2,000
1992/93	2,000	8,200	1,196	326	9,070	2,000
1993/94	2,000	8,400	2,000	700	9,200	2,500
1994/95 F	2,500	8,500	1,000	1,000	9,000	2,000

Table 1
(continued)
ORANGE JUICE: SUPPLY & UTILIZATION, MAJOR PRODUCING
COUNTRIES IN NORTHERN HEMISPHERE
METRIC TONS, 65 DEGREES BRIX 1/

Country/Year	Begin. Stocks	Production	Imports	Exports	Consumption	Ending Stocks
United States 8/						
1991/92	112,158	661,495	203,465	76,571	780,129	120,418
1992/93	120,418	861,894	231,969	81,153	957,575	175,553
1993/94	175,553	793,918	284,627	75,345	986,037	192,716
1994/95 F	192,716	900,000	160,000	85,000	986,000	181,716
TOTAL						
1991/92	150,129	807,105	237,297	183,436	842,927	168,168
1992/93	168,168	997,446	271,442	186,382	1,019,549	231,125
1993/94	231,125	943,996	324,089	197,455	1,053,915	247,840
1994/95 F	247,840	1,038,741	202,078	211,585	1,055,854	221,220

1/ Includes all processed orange juice whether or not concentrated. One metric ton of 65 degrees brix equals 344.8 gallons at 42 degrees brix and 1,405.88 gallons at single strength equivalent.
 2/ Year refers to marketing period which usually begins in the fall of the Northern Hemisphere and corresponds to the harvesting and marketing period for fresh citrus.
 3/ Marketing season begins September 1 of first year shown.
 4/ Includes orange juice processed from oranges in Gaza.
 5/ Marketing season begins October 1 of first year shown.
 6/ Marketing season begins January 1 of second year shown.
 7/ Marketing season begins November 1 of first year shown.
 8/ Marketing season begins December 1 of first year shown

Source: National Agricultural Statistics Service and U.S. Department of Commerce, Bureau of Census. Statistics Canada. Florida Department of Citrus. Reports from U.S. Agricultural Counselors and Attachés and/or FAS/USDA estimates.

Table 2
ORANGE JUICE: SUPPLY & UTILIZATION, MAJOR PRODUCING
COUNTRIES IN SOUTHERN HEMISPHERE
METRIC TONS, 65 DEGREES BRIX 1/

Country/Year 2/	Begin. Stocks	Production	Imports	Exports	Consumption	Ending Stocks
Argentina 3/						
1991/92	0	12,000	550	7,900	4,650	0
1992/93	0	12,000	1,008	4,322	8,686	0
1993/94	0	12,500	2,000	890	13,610	0
1994/95 F	0	12,400	2,200	900	13,700	0
Australia 4/						
1991/92	14,882	29,253	6,975	998	32,803	17,309
1992/93	17,309	24,742	11,178	1,173	34,684	17,371
1993/94	17,371	24,596	13,678	1,006	35,661	18,978
1994/95 F	18,978	17,683	11,724	1,172	36,149	11,064
Brazil 4/ 5/						
1991/92	68,000	1,145,000	0	1,090,000	18,000	105,000
1992/93	105,000	1,113,000	0	1,100,000	18,000	100,000
1993/94	100,000	1,102,000	0	1,082,000	22,000	98,000
1994/95 F	98,000	1,000,000	0	970,000	30,000	98,000
South Africa 6/						
1991/92	0	13,730	384	1,202	7,938	4,974
1992/93	4,974	12,437	16	3,906	8,030	5,491
1993/94	5,491	9,950	0	5,490	8,030	1,921
1994/95 F	1,921	10,310	0	4,154	8,030	47
TOTAL						
1991/92	82,882	1,199,983	7,909	1,100,100	63,391	127,283
1992/93	127,283	1,162,179	12,202	1,109,402	69,400	122,862
1993/94	122,862	1,149,046	15,678	1,089,386	79,301	118,899
1994/95 F	118,899	1,040,393	13,924	976,226	87,879	109,111

1/ Includes all processed orange juice whether or not concentrated. One metric ton of 65 degrees brix equals 344.8 gallons at 42 degrees brix and 1,405.88 gallons at single strength equivalent.
 2/ Marketing year indicated is for aggregation purposes with countries from the Northern Hemisphere corresponding to the harvesting and marketing period for fresh citrus. For the Southern Hemisphere, orange harvest occurs entirely during the second year shown.
 3/ Marketing season begins January 1 of second year shown.
 4/ Marketing season begins July 1 of second year shown.
 5/ Includes small quantities of tangerine juice.
 6/ Marketing season begins February 1 of second year shown.

Source: National Agricultural Statistics Service and U.S. Department of Commerce, Bureau of Census. Statistics Canada. Florida Department of Citrus. Reports from U.S. Agricultural Counselors and Attachés and/or FAS/USDA estimates.

Table 3
ORANGE JUICE: SUPPLY & UTILIZATION
SELECTED IMPORTING COUNTRIES
METRIC TONS, 65 DEGREES BRIX 1/

Country/Year 2/	Begin. Stocks	Production	Imports 3/	Exports 4/	Consumption	Ending Stocks
Canada 5/						
1991/92	0	0	67,678	150	67,528	0
1992/93	0	0	66,382	150	66,232	0
1993/94	0	0	74,999	150	74,849	0
1994/95 F	0	0	75,000	150	74,850	0
Germany 5/						
1991/92	0	0	263,093	31,222	231,871	0
1992/93	0	0	229,379	37,420	191,959	0
1993/94	0	0	232,968	40,201	192,767	0
1994/95 F	0	0	240,000	35,000	205,000	0
Japan 6/ 7/						
1991/92	4,000	150	56,140	0	56,540	3,750
1992/93	3,750	150	70,460	0	66,360	8,000
1993/94	8,000	150	110,150	0	108,300	10,000
1994/95 F	10,000	150	105,000	0	105,150	10,000
Korea						
1991/92	15,591	7,940	46,012	0	58,323	11,220
1992/93	11,220	14,673	41,540	0	60,000	7,433
1993/94	7,433	7,402	53,893	0	63,880	4,847
1994/95 F	4,847	6,031	54,000	0	60,000	4,878
Sweden 5/						
1991/92	0	0	15,509	233	15,276	0
1992/93	0	0	17,091	102	16,989	0
1993/94	0	0	20,275	83	20,192	0
1994/95 F	0	0	22,000	100	21,900	0
TOTAL						
1991/92	19,591	8,090	448,432	31,605	429,538	14,970
1992/93	14,970	14,823	424,852	37,672	401,540	15,433
1993/94	15,433	7,552	492,284	40,434	459,988	14,847
1994/95 F	14,847	6,181	496,000	35,250	466,900	14,878

1/ Includes all processed orange juice whether or not concentrated. One metric ton of 65 degrees brix equals 344.8 gallons at 42 degrees brix and 1,405.88 gallons at single strength equivalent.

2/ Marketing year indicated is for aggregation purposes with countries from the Northern Hemisphere corresponding to the harvesting and marketing period for fresh citrus.

3/ Includes Intra-EU trade and transhipments, particularly from the Netherlands to Germany.

4/ Re-exports including Intra-EU trade. Includes re-exports from Canada to the United States (based on United States imports using Bureau of Census data).

5/ Marketing year begins January 1 of second year shown.

6/ Marketing year begins October of first year shown.

7/ Does not include tangerine juice of which Japan annually produces and consumes 23,000 to 30,000 tons of 65 degrees brix.

Source: National Agricultural Statistics Service and U.S. Department of Commerce, Bureau of Census. Statistics Canada. Florida Department of Citrus. Reports from U.S. Agricultural Counselors and Attachés and/or FAS/USDA estimates.

Table 4
ORANGE JUICE: SUPPLY & UTILIZATION FOR SELECTED COUNTRIES 1/
METRIC TONS, 65 DEGREES BRIX 2/

Country/Year 2/	Begin. Stocks	Production	Imports	Exports	Consumption	Ending Stocks
NORTHERN HEMISPHERE						
1991/92	150,129	807,105	237,297	183,436	842,927	168,168
1992/93	168,168	997,446	271,442	186,382	1,019,549	231,125
1993/94	231,125	943,996	324,089	197,455	1,053,915	247,840
1994/95 F	247,840	1,038,741	202,078	211,585	1,055,854	221,220
SOUTHERN HEMISPHERE						
1991/92	82,882	1,199,983	7,909	1,100,100	63,391	127,283
1992/93	127,283	1,162,179	12,202	1,109,402	69,400	122,862
1993/94	122,862	1,149,046	15,678	1,089,386	79,301	118,899
1994/95 F	118,899	1,040,393	13,924	976,226	87,879	109,111
MAJOR IMPORTERS 3/						
1991/92	19,591	8,090	449,429	31,605	430,535	14,970
1992/93	14,970	14,823	441,470	37,672	418,158	15,433
1993/94	15,433	7,552	507,285	40,434	474,989	14,847
1994/95 F	14,847	6,181	511,000	35,250	481,900	14,878
GRAND TOTAL						
1991/92	252,602	2,015,178	694,635	1,315,141	1,336,853	310,421
1992/93	310,421	2,174,448	725,114	1,333,456	1,507,107	369,420
1993/94	369,420	2,100,594	847,052	1,327,275	1,608,205	381,586
1994/95 F	381,586	2,085,315	712,002	1,223,061	1,610,633	345,209

1/ Includes summation of data for all countries included in Tables 1-3.

2/ Includes all processed orange juice whether or not concentrated. One metric ton of 65 degrees brix equals 344.8 gallons at 42 degrees brix and 1,405.88 gallons at single strength equivalent.

3/ Selected European importers do not produce orange juice. Exports include only Canada since European exports included in Table 3 are re-exports

Source: National Agricultural Statistics Service and U.S. Department of Commerce, Bureau of Census. Statistics Canada. Florida Department of Citrus. Reports from U.S. Agricultural Counselors and Attachés and/or FAS/USDA estimates.

Table 5
U.S. EXPORTS OF ORANGE JUICE
MARKETING YEARS 1990/91-1994/95^{1/}
Metric Tons, 65 Degrees brix

Destination	1990/91	1991/92	1992/93	1993/94	1993/94 (Dec-May)	1994/95 (Dec-May)
North America						
Canada	31,292	30,013	27,610	18,354	8,691	10,845
Mexico	147	374	241	392	166	167
Subtotal	31,439	30,387	27,851	18,746	8,857	11,012
European Union						
France	6,674	9,619	9,577	7,849	3,517	5,069
Belgium/Luxembourg	1,094	1,032	4,601	6,610	1,658	4,513
Netherlands	709	423	4,255	4,648	2,911	5,149
United Kingdom	525	2,311	3,131	4,357	1,582	2,388
Germany	1,179	563	731	558	245	514
Greece	2,462	2,848	2,045	457	164	120
Other	81	507	389	1,399	1,130	667
Subtotal	12,724	17,303	24,730	25,878	11,207	18,420
Other Western Europe						
Norway	1,636	2,059	2,589	2,060	1,211	1,004
Other	1,655	1,809	2,307	1,461	139	291
Subtotal	3,291	3,868	4,896	3,521	1,350	1,295
Asia						
Japan	8,106	11,925	7,773	13,801	3,654	2,135
South Korea	4,390	3,821	6,058	4,950	2,864	2,657
Hong Kong	2,331	2,282	2,407	1,496	797	1,314
Taiwan	1,852	2,197	2,144	1,822	896	767
Other	1,696	1,593	1,106	797	325	778
Subtotal	18,375	21,818	19,488	22,866	8,536	7,651
Other Countries	2,761	3,195	4,188	4,334	1,798	3,584
Grand Total	68,590	76,571	81,153	75,345	31,748	41,962

^{1/} Marketing season is December through November. Data includes concentrate and not from concentrate.

Source: U.S. Department of Commerce, Bureau of the Census

Table 6
BRAZILIAN EXPORTS OF FROZEN CONCENTRATED ORANGE JUICE
CALENDAR YEARS 1989-1994
Metric Tons, 65 Degrees brix

Destination	1989	1990	1991	1992	1993	1994
North America						
United States 1/	255,742	404,726	320,488	334,083	335,088	333,683
Canada	61,485	34,670	55,018	19,585	10,116	892
Subtotal	317,227	439,396	375,506	353,668	345,204	334,575
European Union						
Belgium	101,509	114,790	94,925	127,787	196,327	214,068
France	482	259	424	3,423	5,463	433
Germany 2/	17,700	34,766	23,124	10,121	7,857	3,498
Greece	4,374	3,617	2,638	0	50	0
Netherlands	210,804	306,158	327,195	348,188	453,997	392,616
Spain	1,040	23	4	1,036	74	901
United Kingdom	2,969	3,845	10,505	21,196	25,063	14,056
Other	0	260	38	2,640	2,014	827
Subtotal	338,878	463,718	458,853	514,391	690,845	626,399
Other Western Europe						
Finland	3,543	3,015	3,979	4,938	7,337	10,571
Norway	928	228	314	465	145	158
Sweden	486	633	894	714	868	1,661
Other	883	500	1,408	500	1,436	149
Subtotal	5,840	4,376	6,595	6,617	9,786	12,539
Other Countries						
Japan	20,718	20,625	25,572	45,575	63,018	103,932
Korea	14,117	15,444	40,868	34,971	33,981	34,515
Israel	5,025	4,580	494	273	966	606
Australia	9,712	1,166	11,423	3,262	6,643	14,393
New Zealand	3,040	2,156	2,583	3,564	5,518	5,498
Other	9,976	2,475	4,796	6,306	9,280	14,301
Subtotal	62,588	46,446	85,736	93,957	119,406	173,245
Grand Total	724,533	953,936	926,690	968,627	1,165,241	1,146,758

1/ Includes Puerto Rico which is listed as a separate destination in Brazilian statistics. May also include some exports to Canada which are transhipped through the United States.

2/ Includes Former East Germany

Source: Brazilian Foreign Trade Department.

Canadian Imports of Horticultural Products¹

Canada continues as the top market for U.S. horticultural products. Canadian horticultural imports from all origins reached a record US\$3.6 billion in 1994. Similarly, imports from the United States continued to climb in 1994, reaching a record US\$2.2 billion. Since 1989 the value of Canadian horticultural imports from the United States has increased by 40 percent. Also, the U.S. share of Canadian imports increased to 62 percent in 1994 from 59 percent in 1989. U.S. sales in 1994 continued strong despite a general weakening of the Canadian dollar.

Canada is the number one U.S. market

Canada is extremely important as a customer for U.S. horticultural exports, accounting for over half of all U.S. exports in such fresh products as berries, including strawberries and blueberries, broccoli, brussels sprouts, cabbage, carrots, celery, cucumbers, eggplant, lettuce, limes, melons, mushrooms, peaches, peas, peppers, potatoes, spinach, sweet corn, tangerines, tomatoes, turnips; processed products like frozen cherries, grape juice, certain types of concentrated orange juice, all processed tomato products; tree nuts like chestnuts and shelled pecans; and nursery products and cut flowers.

Furthermore, Canadian imports of horticultural products from the United States have been steadily increasing. The value of Canadian horticultural imports from the United States increased from US\$1.6 billion in 1989 to US\$2.2 billion in 1994. The U.S. share of Canadian imports increased from 59 percent in 1989 to 62 percent in 1994. However, despite a general weakening of the Canadian dollar, U.S. exports in 1994 continued strong.

Canadian consumption patterns higher than in the United States

Though Canadians live in a climate that severely limits the availability and variety of domestically grown produce, they have become accustomed

to a wide variety of imported fresh fruits and vegetables. Canadians expect and demand high quality produce. Having one of the highest per capita consumption levels of fresh fruits and vegetables in the world, Canadians eat far more fresh fruits and vegetables than Americans. Each person eats about 230 kilograms per year, compared to only 135 kilograms in the United States.

Fresh-cut produce is now the largest growing segment in that country's C\$6 billion market. Many Canadian retailers report that 10 - 15 percent of produce sales are in convenience items. The trend is especially strong in metropolitan areas, where the population is generally more affluent and spends less time preparing meals at home. Items that are doing especially well include peeled baby carrots, stir-fry mixes, soup mixes, and salads.

Exotic produce is another growth area. Retailers can be supplied with more than 200 products, ranging from mangoes to cherimoyas to lychees. Education is important, with sampling providing consumers an effective introduction to new or unusual produce.

1/ Unless otherwise noted, all value figures have been calculated in U.S. dollars, using the IMF-calculated annual average exchange rate in 1994 of U.S. \$ 1.00 = Can\$ 1.3656.

Canadian horticultural imports continue to climb

Canadian horticultural imports from all origins continued to climb in 1994, reaching US\$3.6 billion, up 3 percent from the 1993 value, and 33 percent above the 1989 level of US\$2.7 billion. The U.S. share of imports continues to remain strong, climbing to 62 percent (\$2.2 billion) in 1994, or about the same as the 1993 level, but up from the 1989 share of 59 percent (\$1.6 billion).

According to Canadian data, the United States provided 76 percent of all fresh fruit imports other than bananas, and 92 percent of fresh vegetables, about the same as 1993 and greater penetration than 1992. Costa Rica, Ecuador, Colombia, and Mexico provide the majority of banana imports.

The U.S. share of fresh fruit continued to increase because of generally good supplies throughout the year. While the U.S. market share and value of concentrated orange juice imports have stayed fairly steady at around 16-17 percent (most comes from Brazil), imports of "other" orange juice (typically single-strength) have increased more rapidly. Imports from the United States have climbed from \$61 million in 1991 to \$77 million in 1994.

By value, total Canadian juice imports climbed 7 percent in 1994, with imports from the United States up slightly less. Tree nut imports into Canada, on the other hand, declined 8 percent, from \$153 million to \$140 million. Imports from the United States also declined, from \$89 million in 1993 to \$80 million in 1994.

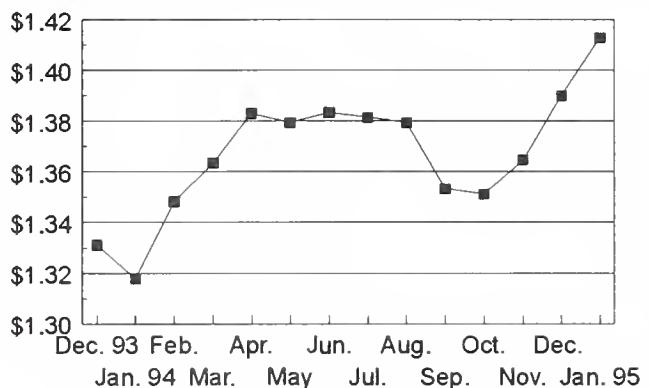
The U.S. share of the Canadian wine market continued to grow in 1994, to 21 percent, valued at \$48 million. Beer imports from the United States increased substantially (up 32 percent) to \$19 million. U.S. beers account for about 50 percent of Canadian imports by quantity.

As mentioned above, the United States accounts for 62 percent of Canadian imports of horticultural products. By product, however, this varies dramatically. The United States accounts

for over a 90 percent market share in Canadian imports of apricots, broccoli, carrots, cauliflower, celery, cherries, grapefruit, lettuce, mushrooms, oranges, peaches, potatoes, and sweet corn.

The increase in U.S. imports took place despite an overall weakening of the Canadian dollar vis-a-vis the U.S. dollar throughout most of 1994. Except for a decline in September and October, the U.S. dollar strengthened throughout 1994.

Exchange Rate between U.S. and Canadian Dollar Strengthened for the U.S. Dollar throughout 1994
Can.\$ per U.S.\$



U.S. export marketing efforts vary

Many organizations perceive Canada as simply an extension of the U.S. market, and do not tailor particular efforts for that country. At the same time, other organizations realize that the different consumption patterns and subtle cultural differences in Canada, make fine tuning marketing efforts there worthwhile. Some organizations' current efforts follow.

Tomatoes

For the last few years, the California Tomato Board (CTB) has been targeting Canadian consumers. The CTB has a FY 1995 MPP budget of \$168,605. The merchandising and promotion program will expand to cover eastern Canada this year. Last year only western Canada was targeted. Handling seminars for retailers and targeting the food service sector will help combat local competition.

Tree Fruit

The California Tree Fruit Agreement is currently

running an educational program called "Do the Ripe Thing" with industry funds. The premise is that consumers will repeat purchases if they consume ripe fruit. MPP will be supporting a \$90,000 billboard campaign to promote consumer awareness this season.

Kiwifruit

Kiwi exports to Canada are slowly beginning to recover after dropping to a four-year low of 3,236 metric tons (\$4.1 million) in the July 1992-June 1993 marketing year. Exports in marketing year 1993/94 were up 18 percent, hitting 3,816 tons valued at \$4.7 million. Exports so far this marketing year (July 1994/April 1995) are 3,137 tons, about on par with last season at the same time. It is important to note that the export results achieved last year are based at least in part on a nationwide campaign by the California Kiwifruit Commission (CKC). In contrast, this year's program, focused only on Manitoba, Saskatchewan, Alberta, and British Columbia. Also, a smaller California crop limited the amount of the small sized fruit preferred by Canadian retailers, and allowed early season Chilean product to take up shelf space. Despite these limitations, the CKC is starting to reclaim the Canadian market from cheaper Italian and French product. By using a strategy employing consumer and trade education, consumer awareness, and public relations activities, the CKC was able to send the message that California kiwis are the best value. Recently, it was reported that shipments to Eastern Canada are recovering as many retailers were deterred by the inconsistent quality of the Italian product.

Pistachios

Tight supplies have recently restricted activities in Canada. Yet the California Pistachio Commission continues to work with the retail trade in Western Canada and Ontario to promote California pistachios. Using cardboard display bins, the pistachio industry, convinced several independent stores and one co-op to merchandise its nuts. These display bins are free standing and include a poster header and take a minimum of floor space. Visits to produce

managers by the California industry throughout Canada are slowly persuading these managers to switch from Iranian pistachios to the higher quality California nuts.

Wine

Canada is our largest wine market. Three different U.S. marketing organizations provide promotional support for their constituent wineries in the Canadian market.

Each province has unique preferences for wine in general and perceptions of U.S. wines vary widely. The province of Quebec dominates the Canadian wine market with a share of approximately 30 percent, even though it comprises only about 20 percent of Canada's population. Ontario accounts for another 30 percent of the consumption.

The importation, distribution and sale of all wines in Canada are controlled by the provincial liquor control boards (LCBs), which have traditionally protected their local wine and/or bottling industries.

In **British Columbia**, U.S. wines have the best image; wine drinkers consider these wines on par with French wines and superior to other wines. Australian wines are also liked better in British Columbia than in the other provinces. In **Ontario**, U.S. wines are considered inferior to French wines, on par with German and Italian wines, and superior to Australian wines. **Quebec** has a partiality to French wines. This province also likes Italian wines better than other provinces. U.S. wines have an image problem. Here they are considered inferior to German, Italian, and particularly French wines. **Alberta** is particularly fond of German wines, liking them as well as the popular French wines.

Other countries also promote in Canada

The United States is not the only country to promote its horticultural goods actively. The European countries of France, Netherlands, and the United Kingdom, along with Mexico and Chile, provide export marketing services. Of these countries, France and the Netherlands have

the strongest and most sustained efforts.

France

French market development activities for high valued products in Canada are handled mostly by SOPEXA, which has offices in Toronto and Montreal. Since the French see Canada as part of a regional North American market, the Canadian offices of SOPEXA report to New York, rather than directly to Paris. France is the major supplier of wines to the Canadian market, with over 50 percent of the import market share.

Netherlands

Dutch officials responsible for export market development in Canada work very closely with various industry groups, which are supported by producer levies in the Netherlands (Seed Potato Export Association, Dutch Flower Committee, and Dutch Flower Bulb Committee, among others). Market development costs are typically shared by the Marketing Directorate, Ministry of Agriculture and the industry groups, although the groups often participate in activities that have no official Dutch representation or funding.

Virtually all Dutch market development activities center on high value products, since this is the general nature of Dutch agricultural exports. In fact, Dutch authorities have stated that they are not interested in price-competitive products, preferring to promote more expensive premium items to the Canadian trade and public. Dutch beer imports have around 13 percent of the import market share for beer, while Dutch flower imports account for about 25 percent of imported cut flowers in Canada. The Dutch have what is probably the most upscale presentation of high-quality products in Canada.

Others

Other countries actively promoting their food and agricultural products in Canada include the United Kingdom (Food From Britain), Italy, Chile and Mexico. In addition to trade shows and in-store promotions, trade publication advertising is a popular method of market development in Canada. The United Kingdom is a major competitor in many high-valued products. Italy holds nearly a 10- percent share of wine

imported in containers under 2 liters in size. Chile's exports of red table wine have grown rapidly for the past few years. Mexico is a significant supplier of fruits and vegetables.

Canadian horticultural imports from other countries mixed

Imports in 1994 from the twelve member states of the **European Union** totaled \$464 million, 4 percent above 1993's \$447 million. Major commodities imported included wine (\$221 million), mandarins (\$17 million), preserved olives (\$16 million), preserved tomatoes (\$15 million), peppers (\$9 million), and apple juice (\$9 million).

Imports from **Chile** in 1994 totaled \$103 million, down 7 percent from 1993's \$111 million. Among leading products, grapes were \$55 million (24 percent of total imports); wine \$15 million (9 percent of total imports); peaches \$6 million; pears \$5 million; and apples \$4 million.

Imports in 1994 from **Mexico** totaled \$112 million in the first year of NAFTA, up 5 percent from \$106 million in 1993. The most important products Canada imported from Mexico were tomatoes (\$12 million, up 33 percent from 1993), peppers (\$9.5 million, unchanged from 1993), and guavas (\$9.2 million, up 5 percent).

Policy tools used in many ways

In Canada, both the federal and provincial governments play important roles in assisting horticultural producers, through agreements, federal laws, federal support programs, and provincial support programs. The **U.S.-Canada Free Trade Agreement** will remove all tariffs and most non-tariff barriers to agricultural trade between the two countries by January 1, 1998. These provisions are now part of the **North American Free Trade Agreement (NAFTA)**.

Both the NAFTA and the U.S. Canada Free-Trade Agreement provide special protections to fresh fruits and vegetables. Canada can apply safeguards on fresh cut flowers and certain fresh/frozen fruits and vegetables from Mexico. "Snapback" pre-agreement tariffs may be applied until the year 2008 to produce entering from the United States if it is priced below the 5-year average, and if Canadian acreage in that product

has declined.

Anti-dumping actions are often taken against U.S. produce, providing minimum prices against which Canadian goods can better compete. Actions recently taken against U.S. produce include apples, onions, and potatoes.

Potatoes - Trade Sensitive

As of January 1, 1994, imports from Canada of bulk potatoes are allowed without regard to grade and size requirements for processing, animal feed, and charitable donations. In contrast, Canada tightly restricts imports of bulk potatoes for both table use and processing. To complete a transaction, Canadian potato importers must prove to Agriculture Canada that comparable potatoes are unavailable in Canada. Agriculture Canada then issues an import waiver. Potatoes in bulk may enter Canada only in containers up to 50 kilograms. Efforts by the United States to address Canada's bulk shipping restrictions have been unsuccessful to date.

Canadian french fry processors are exempt from required metric packaging for the food service market until November 1995. Canada had prohibited sale of frozen french fries in packages larger than two kilograms to the food service market. In November 1993, the United States negotiated a change in this policy to permit imports in sizes up to 20 kilograms. U.S. suppliers must currently meet three criteria -- register their labels with Agriculture Canada, mark packages in metric multiples of 500 grams, and provide recent copies of U.S. plant inspection reports.

New plant health inspection fee for fruit and vegetable imports causes U.S. exporters concern

Effective May 1, 1995, Canada began charging a plant health inspection fee of \$30 on selected shipments of imported fruits and vegetables, thereby raising the cost of importing produce from the United States and other suppliers. Phytosanitary requirements were not affected by Canada's recent announcements. Agriculture Canada and Agri-Food Canada are also considering imposing fees for quality inspection similar to those imposed for plant health inspection. Eventually, cost recovery measures

will be imposed for all inspection services including registration, label review, import/export certification, grading, and laboratory work, raising the overall cost for trading with Canada.

Additionally, effective May 17, 1995, Canada's requirement for an AMS quality certificate was lifted for 26 U.S. fruits and vegetables, a segment of trade worth over \$500 million in CY 1994. Removing the certificate requirement permits U.S. exporters more flexibility in deciding whether to purchase an AMS quality certificate to reduce the risk of problems in Canada.

The following produce still must meet Canadian import regulations for quality (minimum grade standards) and packaging and labeling.

Fruits	Vegetables
Apricots	Asparagus
Blueberries *	Beets
Cantaloupes	Brussels sprouts
Cherries	Cabbage
Crabapples	Carrots
Cranberries	Cauliflower
Grapes	Celery
Peaches	Corn, sweet
Pears	Cucumbers
Plums	Lettuce, head
Prunes	Parsnips
Strawberries	Rhubarb, field
	Rutabagas
	Tomatoes

* Blueberries in containers of 6 liters or less originating from all U.S. states east of and including North Dakota, South Dakota, Nebraska, Kansas, Oklahoma, and Texas will still require a USDA certificate of inspection.

For information on Canadian imports, contact Mark Thompson at (202) 720-6877.

Canadian Horticultural Imports, 1993 - 1994

	1993 U.S. Quantity	1993 U.S. Value	1993 World Quantity	1993 World Value	1993 U.S. Share	1994 U.S. Quantity	1994 U.S. Value	1994 World Quantity	1994 World Value	1994 U.S. Share
Citrus, MT										
Oranges	205,600	89,950	225,499	104,358	91%	189,201	81,447	209,107	96,481	90%
Mandarins	11,898	10,034	75,322	84,511	16%	14,180	10,567	69,525	67,562	20%
Lemons and limes	21,364	13,936	32,330	21,378	66%	23,755	13,868	33,564	20,852	71%
Grapefruit	73,014	30,854	73,466	31,151	99%	74,977	25,689	75,715	26,337	99%
Other citrus	903	1,294	1,323	1,906	68%	552	698	1,042	1,405	53%
Total Citrus	312,778	146,068	407,940	243,305	77%	302,666	132,269	388,953	212,637	78%
Non-citrus fruit, MT										
Apples	80,184	50,455	97,038	63,721	83%	83,956	55,011	102,796	72,907	82%
Apricots	2,826	3,606	3,092	3,972	91%	3,077	3,075	3,334	3,405	92%
Avocados	5,276	4,477	7,737	6,772	68%	2,027	2,445	7,916	7,878	26%
Bananas and plantains	14	8	383,162	169,950	0%	178	111	386,236	170,533	0%
Cherries, sour	237	506	254	544	93%	51	108	61	132	85%
Cherries, sweet	6,052	12,042	6,270	12,502	97%	6,216	12,425	6,481	13,082	96%
Cranberries, bilberries	9,366	12,986	9,432	13,208	99%	9,096	12,216	9,216	12,524	99%
Raspberries, blackberries	1,494	3,502	1,932	4,713	77%	1,739	3,798	2,170	5,029	80%
Strawberries	35,685	45,634	36,215	46,408	99%	38,877	49,100	39,207	49,848	99%
Dates	1,479	3,328	5,718	8,603	26%	1,022	2,783	5,734	9,999	18%
Figs	1,452	3,219	2,408	5,316	60%	1,080	2,628	2,187	4,657	49%
Grapes	110,376	115,225	154,394	183,328	71%	102,090	104,847	143,679	170,098	71%
Guavas, mangos	1,200	1,038	15,061	12,877	8%	2,939	2,412	16,373	14,076	18%
Melons	157,665	51,728	191,623	70,766	82%	165,556	49,773	201,840	69,706	82%
Nectarines	25,993	23,760	28,926	27,988	90%	28,187	22,388	31,543	26,291	89%
Papayas	2,399	4,688	3,249	6,017	74%	2,171	4,212	3,729	6,763	58%
Peaches	20,219	16,717	21,726	18,772	93%	19,493	14,741	21,440	17,033	91%
Pears	34,748	23,277	51,199	36,595	68%	43,247	23,908	59,270	35,911	73%
Pineapples	7,473	4,537	18,838	10,764	40%	6,621	3,776	17,728	9,238	37%
Plums/prunes	22,349	21,025	25,566	25,391	87%	24,205	17,451	27,457	21,635	88%
Other fresh fruit	10,016	10,469	29,276	34,481	34%	9,684	10,100	26,779	32,484	36%
Total non-citrus	536,502	412,226	1,093,116	762,687	49%	551,515	397,309	1,115,175	753,229	49%
Dried fruit, MT										
Apples	648	2,503	723	2,728	90%	880	3,186	918	3,259	96%
Apricots	276	575	1,715	3,946	16%	186	452	1,616	3,291	12%
Prunes	5,119	10,697	5,232	10,955	98%	4,205	9,714	4,342	10,022	97%
Raisins	10,908	21,948	32,726	46,152	33%	11,754	22,664	29,345	40,558	40%
Other	3,019	11,011	3,688	12,332	82%	1,403	5,329	2,043	6,664	69%
Total dried fruit	19,969	46,734	44,085	76,113	45%	18,429	41,345	38,264	63,794	48%
Frozen fruit, MT										
Strawberries	3,922	4,924	9,407	10,067	42%	5,249	6,106	9,896	10,693	53%
Blueberries	2,053	3,158	2,058	3,168	100%	2,588	3,255	2,596	3,270	100%
Cranberries	2,879	3,593	2,879	3,593	100%	2,883	3,996	2,883	3,996	100%
Other berries	621	1,106	1,092	1,943	57%	906	1,446	1,269	2,155	71%
Cherries	869	1,306	869	1,306	100%	587	886	610	928	96%
Peaches	1,148	1,446	1,157	1,458	99%	1,225	1,692	1,296	1,769	95%
Other	1,630	1,762	2,367	2,908	69%	1,692	1,753	2,503	3,105	68%
Total frozen fruit	13,121	17,295	19,828	24,445	66%	15,131	19,133	21,052	25,916	72%
Preserved fruit, MT										
Apples	6,623	4,858	7,079	5,164	94%	6,458	4,527	6,804	4,810	95%
Apricots	183	164	1,959	1,874	9%	424	403	1,865	1,714	23%
Cherries	2,891	4,143	5,220	7,104	55%	2,304	2,903	4,746	5,971	49%
Citrus	4,073	3,539	8,090	6,956	50%	4,294	3,762	9,415	7,741	46%
Peaches	3,001	3,222	20,257	14,982	15%	3,193	3,258	21,397	15,062	15%
Pears	1,465	1,421	6,576	5,587	22%	1,930	1,818	7,647	6,143	25%
Pineapples	1,200	1,208	36,392	20,398	3%	880	859	31,337	15,749	3%
Strawberries	295	384	576	693	51%	390	454	463	545	84%
Other	1,257	1,555	3,490	4,883	36%	1,185	1,341	3,372	4,584	35%
Total preserved fruit	20,988	20,495	89,640	67,642	23%	21,058	19,324	87,046	62,318	24%
Jams and jellies, MT										
Citrus	1,877	2,091	2,677	3,409	70%	2,086	2,208	3,091	3,699	67%
Strawberry	1,272	1,706	1,983	2,807	64%	1,402	1,893	2,192	3,041	64%
Other	7,845	9,091	12,222	15,395	64%	6,331	7,898	10,272	13,859	62%
Total jams and jellies	10,994	12,888	16,882	21,611	65%	9,819	11,999	15,555	20,599	63%

See notes at end of table.

Canadian Horticultural Imports, 1993 - 1994

	1993 U.S. Quantity	1993 U.S. Value	1993 World Quantity	1993 World Value	1993 U.S. Share	1994 U.S. Quantity	1994 U.S. Value	1994 World Quantity	1994 World Value	1994 U.S. Share
Fruit and vegetable juices, KL										
Concentrated orange	8,520	12,597	49,933	77,713	17%	8,854	12,751	55,417	85,443	16%
Other orange	68,119	64,579	68,827	65,302	99%	89,929	76,810	90,482	77,540	99%
Concentrated grapefruit	3,087	5,660	3,960	7,234	78%	3,505	5,797	4,450	7,322	79%
Other grapefruit	3,902	5,595	3,946	5,665	99%	5,545	6,461	5,621	6,558	99%
Other citrus	3,543	5,006	5,173	6,989	68%	4,259	5,448	5,770	7,239	74%
Concentrated apple	4,097	5,303	13,820	18,790	30%	2,180	2,722	15,745	18,231	14%
Other apple	7,891	5,638	11,041	9,847	71%	13,097	7,751	17,246	11,655	76%
Grape	22,658	26,631	31,448	38,455	72%	19,819	20,547	30,119	34,565	66%
Pineapple	1,814	2,231	6,045	6,443	30%	1,099	1,269	6,105	6,081	18%
Tomato	1,586	793	1,586	793	100%	486	233	491	236	99%
Vitamin-fortified juices *						863	1,351	901	1,425	96%
Other fruit	11,288	20,237	15,417	27,918	73%	11,852	20,548	16,724	28,268	71%
Other vegetable	1,524	1,903	1,807	2,496	84%	2,808	3,610	3,022	4,035	93%
Total juices	138,028	156,174	213,002	267,646	65%	164,296	165,298	252,094	288,599	65%
Fresh vegetables, MT										
Artichokes	1,940	1,987	2,013	2,091	96%	2,211	2,109	2,323	2,262	95%
Asparagus	9,571	19,390	10,877	22,899	88%	7,056	15,868	8,245	19,564	86%
Beets	1,844	844	1,873	861	98%	2,393	929	2,427	951	99%
Broccoli	74,793	40,427	75,939	40,896	98%	69,179	38,657	69,801	38,967	99%
Brussels sprouts	2,490	2,290	3,524	3,113	71%	2,768	2,241	3,848	3,107	72%
Cabbage	40,944	18,805	43,991	19,802	93%	41,277	17,829	42,344	18,292	97%
Carrots	74,608	23,989	74,936	24,101	100%	65,258	22,427	65,749	22,592	99%
Cauliflower & head broc.	43,997	28,805	44,187	28,946	100%	43,494	27,141	43,548	27,169	100%
Celery	93,339	37,352	93,535	37,467	100%	91,397	27,077	91,555	27,123	100%
Chickpeas, other legumes	268	272	1,334	1,224	20%	246	254	1,856	1,675	13%
Chicory	1,856	2,568	2,845	5,206	65%	1,666	2,562	2,744	5,323	61%
Cucumbers	28,797	14,046	45,149	25,867	64%	29,800	13,618	44,656	23,615	67%
Eggplant	7,045	5,465	9,168	6,816	77%	6,779	4,909	9,327	6,762	73%
Garlic	2,341	4,328	6,778	6,959	35%	1,577	3,060	6,601	6,073	24%
Leeks	2,344	1,812	2,985	2,221	79%	2,444	1,712	3,104	2,148	79%
Lettuce, head	165,019	60,417	166,152	61,040	99%	150,654	57,428	151,073	57,583	100%
Lettuce, other	91,088	46,509	91,660	46,922	99%	83,777	45,015	84,233	45,321	99%
Mushrooms	6,375	11,186	6,402	11,236	100%	3,622	7,763	3,675	7,857	99%
Onions, other & shallots	106,262	39,988	128,598	48,748	83%	91,552	31,325	109,058	40,110	84%
Spanish onions	9,140	2,771	10,241	3,114	89%	6,972	2,560	7,974	2,966	87%
Peas	2,307	4,076	3,923	6,531	59%	2,208	3,730	4,115	6,713	54%
Peppers	46,568	41,185	60,127	60,876	77%	49,291	39,641	63,609	59,348	77%
Potatoes (table)	208,163	59,909	208,165	59,909	100%	253,087	68,494	253,104	68,499	100%
Potatoes (seed)	10,219	1,762	10,219	1,762	100%	10,900	2,380	10,900	2,380	100%
Radishes	10,548	6,884	11,849	7,665	89%	9,118	5,489	10,515	6,361	87%
Snap beans	14,465	16,548	15,576	17,844	93%	14,159	16,138	15,347	17,538	92%
Other beans	222	221	437	479	51%	163	163	520	540	31%
Spinach	12,169	9,378	12,871	9,827	95%	11,694	8,961	12,610	9,549	93%
Sweet corn	33,698	11,556	33,832	11,615	100%	29,122	11,258	29,206	11,302	100%
Sweet potato, manioc, etc.	13,587	7,307	21,387	12,806	64%	12,338	8,478	19,282	14,511	64%
Tomatoes	135,571	99,754	152,333	114,593	89%	129,126	93,889	149,119	110,651	87%
Turnips	1,594	791	1,708	862	93%	1,425	692	1,446	705	99%
Truffles	2	6	4	25	42%	0	2	3	26	7%
Other fresh vegetables	30,459	21,665	40,691	29,135	75%	29,613	21,713	41,019	29,079	72%
Total fresh vegetables	1,283,633	644,290	1,395,311	733,456	92%	1,256,366	605,514	1,364,939	696,662	92%
Frozen vegetables, MT										
Beans	1,468	1,327	1,587	1,435	92%	2,125	1,872	2,849	2,458	75%
Peas	1,163	861	1,451	1,204	80%	2,195	1,689	2,410	1,909	91%
Other legumes	380	291	764	737	50%	413	300	1,157	909	36%
Asparagus	310	669	373	793	83%	291	524	642	1,273	45%
Broccoli and cauliflower	1,210	1,133	5,927	4,788	20%	1,250	1,079	6,641	5,047	19%
Brussels sprouts	20	24	42	40	48%	16	19	76	58	21%
Carrots	1,519	1,060	5,572	4,148	27%	1,037	670	4,836	3,569	21%
Potatoes	1,195	965	1,195	965	100%	187	150	191	154	98%
Potato (french fries)	6,672	5,862	6,733	5,935	99%	7,362	6,380	7,459	6,490	99%
Spinach	2,337	2,302	2,366	2,332	99%	2,691	2,505	2,739	2,552	98%
Sweet corn	1,743	1,270	1,783	1,309	98%	3,512	2,709	3,787	2,940	93%
Others, incl. mixtures	7,744	7,893	9,186	9,393	84%	6,789	7,035	8,443	8,738	80%
Total frozen vegetables	25,761	23,657	36,978	33,078	70%	27,868	24,934	41,230	36,098	68%

See notes at end of table.

Canadian Horticultural Imports, 1993 - 1994

	1993 U.S. Quantity	1993 U.S. Value	1993 World Quantity	1993 World Value	1993 U.S. Share Quantity	1994 U.S. Quantity	1994 U.S. Value	1994 World Quantity	1994 World Value	1994 U.S. Share Quantity
Preserved vegetables, MT										
Beans	7,231	4,565	8,402	5,372	86%	5,162	3,934	6,227	4,806	83%
Cucumbers (pickles)	7,094	5,450	8,290	6,402	86%	7,135	4,933	9,254	6,592	77%
Mushrooms	2,690	3,049	17,460	18,267	15%	2,078	2,410	25,106	26,275	8%
Olives	1,651	2,285	12,739	19,929	13%	2,541	3,225	13,649	20,770	19%
Potatoes, incl. chips	13,739	27,619	14,239	28,157	96%	16,055	27,714	16,583	28,272	97%
Sweet corn	3,412	2,150	5,442	3,674	63%	2,837	1,813	5,174	3,563	55%
Tomatoes, whole or in pc	18,726	12,035	58,106	26,396	32%	13,352	9,261	52,559	22,927	25%
Tomatoes, other	52,343	41,560	56,852	45,401	92%	96,150	83,500	101,676	88,720	95%
Others	44,728	59,034	73,128	89,757	61%	47,631	182,880	81,583	218,859	58%
Total pres. vegetables	151,615	157,745	254,657	243,354	60%	192,940	319,670	311,811	420,784	62%
Dried vegetables, MT										
Potatoes	3,670	3,969	10,764	7,777	34%	3,942	5,869	13,378	10,740	29%
Onions	5,208	10,519	5,285	10,651	99%	4,679	10,116	4,931	10,568	95%
Mushrooms	218	505	838	3,845	26%	74	323	627	3,634	12%
Others	5,193	15,802	9,783	23,849	53%	5,135	14,191	10,177	21,952	50%
Total dried vegetables	14,288	30,795	26,669	46,121	54%	13,830	30,500	29,113	46,894	48%
Tree nuts, MT										
Almonds, shelled	10,428	40,000	10,584	40,580	99%	10,223	40,539	10,450	41,379	98%
Almonds, unshelled	204	455	213	481	96%	212	341	238	415	89%
Brazil nuts	102	239	849	1,949	12%	104	242	969	2,391	11%
Cashews	303	1,348	6,009	26,254	5%	158	740	5,428	25,754	3%
Coconuts	1,327	1,097	9,697	8,046	14%	685	531	8,670	7,039	8%
Hazelnuts	1,239	1,894	1,933	3,577	64%	1,294	2,643	2,039	5,537	63%
Pistachios	668	2,669	2,697	9,824	25%	791	2,832	3,027	9,226	26%
Walnuts, shelled	1,836	7,698	6,408	19,553	29%	2,167	7,164	4,858	13,675	45%
Walnuts, unshelled	1,872	3,554	1,952	3,742	96%	2,240	3,408	2,280	3,495	98%
Other nuts	8,237	30,346	11,634	38,853	71%	6,358	21,307	11,482	31,319	55%
Total nuts	26,216	89,299	51,977	152,859	50%	24,231	79,747	49,441	140,231	49%
Nursery and cut flowers										
Bulbs, tubers, etc.		2,996		19,324			3,599		20,849	
Other live plants		69,965		79,518			71,452		80,371	
Cut flowers		9,078		44,301			8,102		47,305	
Foliage, branches, etc.		10,280		11,262			11,319		12,552	
Total nursery		92,318		154,406			94,472		161,077	
Wine, KL										
Sparkling wine	879	2,723	4,935	23,975	18%	864	2,797	5,117	26,532	17%
Other wine	30,851	42,418	149,688	264,304	21%	31,540	45,210	149,484	278,504	21%
Vermouth	2	4	3,758	9,082	0%	0	0	3,435	7,812	0%
Total wine	31,732	45,145	158,381	297,361	20%	32,405	48,007	158,035	312,848	21%
Other horticulture										
Hops, MT	1,301	8,469	1,618	10,018	80%	1,410	8,820	1,618	10,252	87%
Ketchup, etc., MT	41,353	41,559	42,352	42,604	98%	2,575	1,624	2,580	1,629	100%
Vinegar, KL	6,956	2,531	9,242	4,758	75%	8,306	2,946	11,282	5,884	74%
Total other horticulture		52,559		57,380			13,390		17,764	
Total horticulture		1,947,689		3,181,463			2,002,911		3,259,450	
Other products										
Yeast, MT	8,181	9,263	9,220	12,443	89%	9,995	10,595	11,135	13,859	90%
Beer, KL	29,669	14,250	56,861	38,310	52%	33,827	18,742	67,110	49,345	50%
Soy sauce, KL	2,408	2,579	7,251	5,437	33%	3,021	2,909	8,115	5,745	37%
Other condiments, MT	32,238	50,257	41,498	65,617	78%	34,735	55,290	46,108	72,445	75%
Soft drink concentrate	4,247	28,768	4,950	29,983	86%	3,953	21,021	4,455	22,040	89%
Soft drinks and waters		44,092		74,024			59,255		91,148	
Other products		48,262		68,159			61,911		78,787	
Total other products		197,472		293,973			229,722		333,368	
Grand total		2,145,161		3,475,436			2,232,633		3,592,819	

Source: Statistics Canada. Exchange rate used is IMF annual average exchange rate in 1994 of U.S.\$1.00 = Can\$1.3656; in 1993 U.S.\$1.00 = Can\$1.2901.

* Vitamin-fortified juice is a new category in effect only since January 1994.

CANADIAN IMPORTS OF HORTICULTURAL PRODUCTS, 1991 - 1994
(VALUE IN US\$ MILLIONS)

ITEM	FROM WORLD				FROM U.S.				U.S. SHARE			
	1991	1992	1993	1994	1991	1992	1993	1994	1991	1992	1993	1994
FRESH FRUIT	884	826	836	795	540	535	558	529	61%	65%	67%	67%
FRESH VEGETABLES	664	686	733	697	591	616	644	606	89%	90%	88%	87%
BANANAS & PLANTAINS	179	168	170	171	0	0	0	0	0%	0%	0%	0%
SUBTOTAL	1,728	1,681	1,739	1,663	1,131	1,151	1,203	1,135	65%	69%	69%	68%
PROCESSED FRUIT												
JUICE	284	307	268	289	140	153	156	165	49%	50%	58%	57%
CANNED/OTHER PREP/PRES.	100	102	89	83	34	38	33	31	34%	37%	37%	38%
DRIED	78	75	76	64	45	48	47	44	57%	64%	61%	69%
FROZEN	23	26	24	26	15	17	17	19	63%	66%	71%	74%
SUBTOTAL	485	510	457	461	233	256	254	260	48%	50%	55%	56%
PROCESSED VEGETABLES												
CANNED/OTHER	249	248	243	421	142	157	158	320	57%	63%	65%	76%
DRIED/DEHYDRATED	39	43	46	47	26	29	31	30	67%	67%	67%	65%
FROZEN	26	26	33	26	18	19	24	25	71%	72%	72%	96%
SUBTOTAL	313	317	323	494	187	204	212	375	60%	64%	66%	76%
TREE NUTS & COCONUT	138	137	153	140	78	84	89	80	57%	61%	58%	57%
MISCELLANEOUS												
GRAPE WINE	291	304	297	313	33	42	45	48	11%	14%	15%	15%
BEER	48	47	38	49	27	21	14	19	56%	44%	37%	38%
HOPS, LUPULIN	11	2	10	10	8	1	8	9	79%	64%	85%	86%
NURSERY	153	154	154	161	99	97	92	94	65%	63%	60%	59%
ALL OTHERS	260	299	303	303	189	220	227	216	73%	73%	75%	71%
SUBTOTAL	762	806	803	837	357	380	387	386	47%	47%	48%	46%
GRAND TOTAL	3,426	3,450	3,475	3,593	1,986	2,075	2,145	2,233	58%	60%	62%	62%

Source: Statistics Canada. Exchange rate used is IMF annual average exchange rate in 1994 of U.S.\$1.00 = Can\$1.3656; in 1993 U.S.\$1.00 = Can\$1.2901.

U.S. IMPORTS OF HORTICULTURAL PRODUCTS FROM CARIBBEAN BASIN INITIATIVE COUNTRIES INCREASE IN 1994

The fruit and vegetable industries in many Caribbean Basin Initiative (CBI) countries have continued expanding and have become far more organized and accustomed to U.S. regulations and market requirements. As a result, U.S. imports of horticultural products from CBI countries increased again in 1994, reaching a record \$926 million. Other than bananas, which historically have been the largest U.S. import item, cantaloupes, pineapples, and ornamental products have continued to lead. Although overall U.S. exports of horticultural products to CBI countries decreased slightly in 1994, shipments of chief items like fresh fruits, fruit juices, and consumer-ready products continued strong. Rapidly developing fast-food and convenience stores among Caribbean and Central American countries are contributing to the region's increased demand for imported U.S. horticultural products. Strong emphasis on production and exports of fruits and vegetables combined with their proximity, will likely continue to boost CBI exports to the United States. On the other hand, improved living standards, commitment toward trade liberalization, and strong business and social ties with the United States will continue to make the CBI region an excellent market for U.S. exporters of horticultural products.

Summary

U.S. *imports* of horticultural products from Caribbean Basin Countries (CBI) increased in 1994 for the fourth consecutive year. Total 1994 import value reached a record \$926 million, up 5 percent from 1993 and almost twice the value (\$495 million) in 1984, when the CBI program came into effect. Besides bananas, which normally account for about 60 percent of total U.S. horticultural imports from the region, cantaloupes, pineapples, and nursery products (mainly live plants and cut flowers) continued to be the major import items. Chief suppliers were again Costa Rica, Guatemala, Dominican Republic, and Honduras. Excluding bananas and plantains, these CBI countries supplied 85 percent of total U.S. imports of horticultural

products from the region. Bananas and plantains enjoyed duty-free access into the United States before the CBI program was implemented.

U.S. horticultural product *exports* to Caribbean and Central American countries decreased slightly in 1994 to \$257 million, contrary to the trend in recent years. Lower U.S. shipments of fresh and processed vegetables more than offset strong exports of consumer-ready products, fresh fruits, and juices. Relatively higher import prices, mainly because of a stronger U.S. dollar vis-a-vis some CBI country's currencies, hampered U.S. horticultural exports to that region. About 66 percent of the total value of U.S. horticultural exports to CBI markets went to

the Bahamas, Panama, Netherlands Antilles, Dominican Republic, and Guatemala.

The CBI program, which started on January 1, 1984, and was signed into law in August 20, 1990, grants duty-free treatment to imports of many products from 24 countries in the Caribbean and Central America. Prior to the program, many products from CBI countries already had duty-free treatment under the Generalized System of Preferences (GSP) or zero Most Favored Nation (MFN) tariffs. In this article, these products are referred to as "Not Dutiable". Products with duties prior to the CBI program are called "Dutiable." Dutiable items are divided into two categories: "Fast Track" and "Non-Fast Track." Fast Track products are certain perishable items that are given duty-free treatment by CBI, but can have duty-free treatment removed if increased imports are proven to have a substantial negative impact on the U.S. domestic industry. Non-Fast Track commodities are all other products that were previously dutiable and for these items, duty-free status cannot be removed. To date, the Fast Track procedure has never been used to remove duty-free treatment.

U.S. Imports

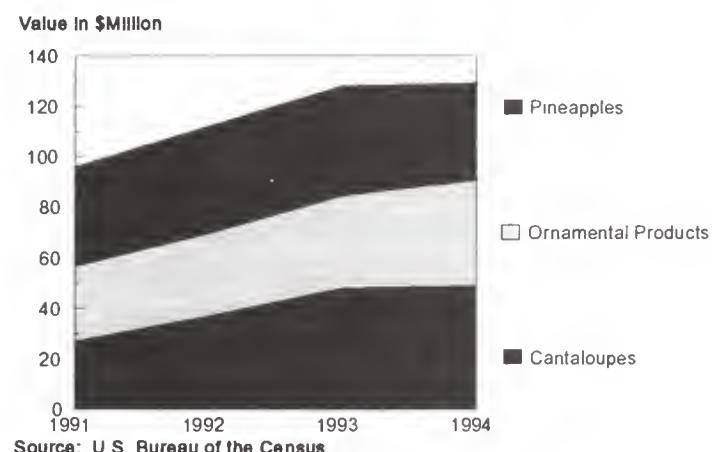
Major Commodities

U.S. imports of Fast Track products in 1994, valued at \$76 million, were practically unchanged from last year's value. Pineapple, frozen concentrate orange juice (FCOJ), and roses continued to lead this category, accounting for almost 80 percent of the total. However, the value of pineapple imports decreased again in 1994 as ample world supplies continued to cause international prices to slide. Other important items in this category included avocados, grapefruit, and oranges. Costa Rica (pineapple and FCOJ), the Dominican Republic (avocados and fresh citrus), and Guatemala (roses) provided most of the U.S. imports of Fast Track commodities in 1994.

Imports of Non-Fast Track items in 1994 reached \$34 million, up 2 percent from 1993. Increased imports of macadamias, canned pineapple, and cauliflower offset lower imports of chief products like frozen broccoli and pineapple juice. Frozen broccoli, macadamia nuts, and pineapple juice accounted for over half of the total value of Non-Fast Track imports in 1994. Guatemala, the Dominican Republic, and Costa Rica supply almost all of U.S. imports of Non-Fast Track products.

Cantaloupes, Ornamental Products, and Pineapples were the Major Horticultural Items Imported from CBI Countries in 1994

(all horticultural products other than bananas and plantains)



U.S. demand for Not-Dutiable products increased again in 1994 to \$816 million, compared to \$770 million the previous year. Fresh banana shipments, the single largest import item, increased 5 percent in 1994 to \$542 million. Costa Rica and Guatemala are the main CBI banana suppliers to the United States. Other dominant Not-Dutiable products showing increases included cantaloupes, ornamental plants, cassava, yams, and frozen okra. U.S. imports of Not-Dutiable products have been boosted by continued expansion in the fruit and vegetable industries of many CBI countries.

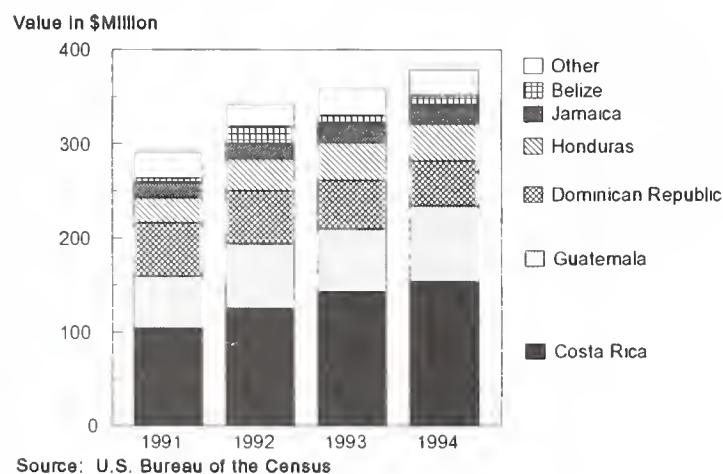
Major Suppliers

Costa Rica

Costa Rica is by far the dominant CBI supplier of horticultural products to the United States. In 1994, imports of horticultural products from Costa Rica, other than bananas and plantains, totaled \$154 million, up 8 percent from 1993. The production and export of fruits and vegetables have continued to grow, becoming more important to Costa Rica's economy. Bananas, cantaloupes, pineapples, ornamental plants, flowers, roots and tubers, and FCOJ are among the most important horticultural products exported to the United States.

Costa Rica, Guatemala, and the Dominican Republic Continue to be the Largest CBI Suppliers of Horticultural Products to the United States

(all horticultural products other than bananas and plantains)



Bananas, Costa Rica's number one agricultural export product, are important to the economy because of the foreign currency generated and the employment of about 150,000 workers (directly and indirectly). Costa Rica exports more than 50 percent of its bananas to the United States, about 45 percent to Europe and the rest to Asia. After the United States, Belgium and Germany (18 percent each) are the largest individual importers of Costa Rican bananas.

The production of Costa Rican melons has grown steadily in the last few years because of high international demand and favorable export prices. Melon producers use a high level of technology, including the use of new hybrid seeds. As a result, yields and quality have improved, especially in varieties such as cantaloupe.

Most of Costa Rica's pineapple production is destined to the export market. The United States (60 percent), Germany (25 percent), and Italy (5 percent) are the main outlets for Costa Rica's pineapples.

Roots and tubers (such as cassava, yams, and ginger) have grown in importance for Costa Rica's exports since the mid 1980's. Roots and tubers are mainly grown by small and medium size producers. Cassava, as well as other roots and tubers, are mainly consumed by the Latin, Asian, and African population in the United States.

Commercial production of oranges started about 12 years ago, when several foreign investors became involved in this activity. Today, the orange juice industry is one of the most dynamic sectors in Costa Rican agriculture. Orange juice exports have increased rapidly since 1988. Exports of orange juice concentrates are directed primarily to the United States, Germany, Colombia, and Central America.

Agriculture and agribusiness account for about 18-20 percent of Costa Rica's total annual Gross Domestic Product (GDP). Moreover, agriculture employs around 24 percent of the labor force in Costa Rica. The United States is still Costa Rica's most important destination for its agricultural product exports. In 1994, Costa Rica signed a free trade agreement with Mexico.

Guatemala

U.S. imports of horticultural products in 1994 from Guatemala increased sharply to \$80 million. Other than bananas and plantains, leading Guatemalan horticultural exports included cantaloupe, fresh peas, frozen broccoli, and

ornamental plants. Guatemala has continued expanding its fruit and vegetable industries and becoming more organized and accustomed to U.S. regulations and market requirements.

Guatemala exports a variety of fruits and vegetables in fresh and frozen form. Principal fruit and vegetable exports are bananas, broccoli, melons, plantains, and okra. Exports of horticultural products are normally made by large independent producers and by cooperatives comprised of smaller producers. Banana exports, which primarily go to the United States, are the third largest source of foreign earnings in Guatemala.

Agriculture is Guatemala's primary economic activity, accounting for 25 percent of its GDP, 60 percent of total employment, and nearly 66 percent of total export earnings. In terms of GDP composition, agriculture is followed by commerce (24 percent), and manufacturing (about 15 percent). Guatemala's horticultural export sector is the second largest in Central America after Costa Rica.

Dominican Republic

Shipments of horticultural products from the Dominican Republic to the United States decreased for the third consecutive year. In 1994, total U.S. imports of Dominican fruits and vegetables were \$48 million, down 8 percent from 1993 and the lowest level since 1988, when imports totaled \$45 million. Although some horticultural products (mainly bananas, pineapples, avocados, oranges, dasheens, pigeon peas, and winter vegetables) have shown export promise, quality problems, combined with increased international competition, have continued to hamper these industries. Another problem the Dominican agricultural sector is facing is a major outbreak of whitefly (*mosca blanca*), which is adversely affecting several crops, particularly horticultural products.

Agricultural production and exports are very important to the health of the Dominican economy. The agricultural sector accounts for about 15 percent of GNP, approximately 60

percent of total commercial exports, and directly employs 11 percent of the labor force. The agricultural sector, however, continues to have problems with production limitations, an inadequate distribution system with too many middlemen, and increased foreign competition in international markets.

Honduras

U.S. imports of horticultural products from Honduras, the fourth largest CBI supplier, decreased 1 percent in 1994 to \$39 million. Prolonged dry weather during 1994 and an energy crisis at the end of last year adversely affected production and exports of major fruits and vegetables. Nevertheless, cantaloupe, pineapple, ornamental plants, and FCOJ were the largest items imported, other than bananas and plantains. Production of fruits and vegetables, both fresh and processed, represent the bulk of the horticultural sector in Honduras.

Honduras enjoys a variety of micro-climates ideal for the production of several fruits and winter vegetables, and its proximity to the U.S. market enhances export opportunities. However, Honduras still lacks adequate infrastructure for handling, processing, and shipping its products. While exports of processed products are expanding, most products are still exported fresh, with no added value. Moreover, agricultural activities are carried out primarily by small producers with only limited technology who are predominantly engaged in subsistence farming. Despite these shortcomings, however, production and exports of horticultural products are expected to continue to grow at a healthy pace in the years to come as Honduras improves its marketing capabilities.

Agriculture has traditionally played a dominant role in Honduran economic activity, accounting for about 25 percent of the country's GDP. This contribution is by far the largest of all economic sectors and nearly double that of manufacturing activities, the second sector of importance in the Honduran economy. Agricultural activities also provide employment to almost 50 percent of the country's work force and generate about 75

percent of total export earnings. Banana production and exports are of chief importance to the Honduran economy, representing about 30 percent of Costa Rica's total export earnings. This industry generates 23,000 permanent jobs and uses over \$100 million annually in goods and services from the rest of the economy.

U.S. Exports

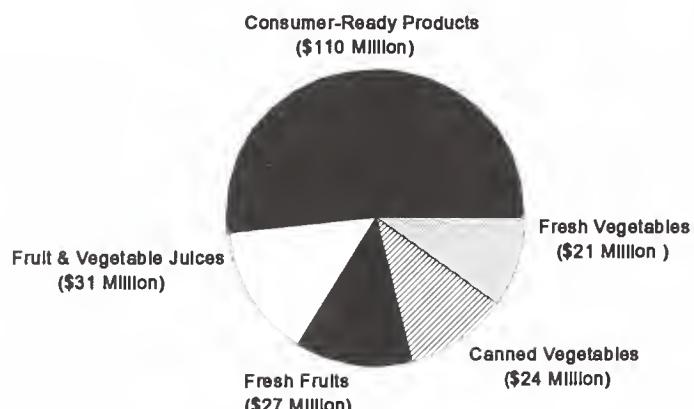
In 1994, U.S. exports of horticultural products to CBI countries decreased slightly to \$257 million compared to \$260 million exported in 1993. A stronger U.S. dollar, vis-a-vis some CBI countries' currencies, resulted in higher import prices for U.S. products. Decreased U.S. exports of fresh and processed vegetables offset continued strong shipments of dominant items such as consumer-ready products, fresh fruits, and juices. The Bahamas, with almost 30 percent share, was again the U.S.'s major costumer in the CBI region. Other principal destinations were Panama, Netherlands Antilles, Dominican Republic, and Guatemala, in that order.

Over the past few years, some CBI countries have taken significant steps in stabilizing and promoting economic growth as well as liberalizing trade. These policies have created a framework that has encouraged greater investment in agriculture and other economic sectors. As a result, the rapidly developing fast-food outlets and convenience markets in CBI countries are requiring greater imports of horticultural products, principally consumer-ready products.

Most Central American and Caribbean countries have shown positive economic growth in the last few years. During the first half of the 1990's, for example, the Panamanian economy grew, on average, 6.6 percent. Guatemala's unemployment rate dropped from 6.1 percent in 1992 to 5.5 percent in 1993. Domestic supermarket chains, U.S. fast-food restaurants, and gasoline company-sponsored convenience stores are all investing more in many Central America and Caribbean countries. As disposable

income increases, future growth in U.S. horticultural product sales to CBI countries can be expected. Consumers in major CBI markets are very familiar with U.S. products and believe that U.S. products are of superior quality, generally willing to pay a premium price.

Consumer-Ready Products were the Leading U.S. Horticultural Products Destined to CBI Countries in 1994



Source: U.S. Bureau of the Census

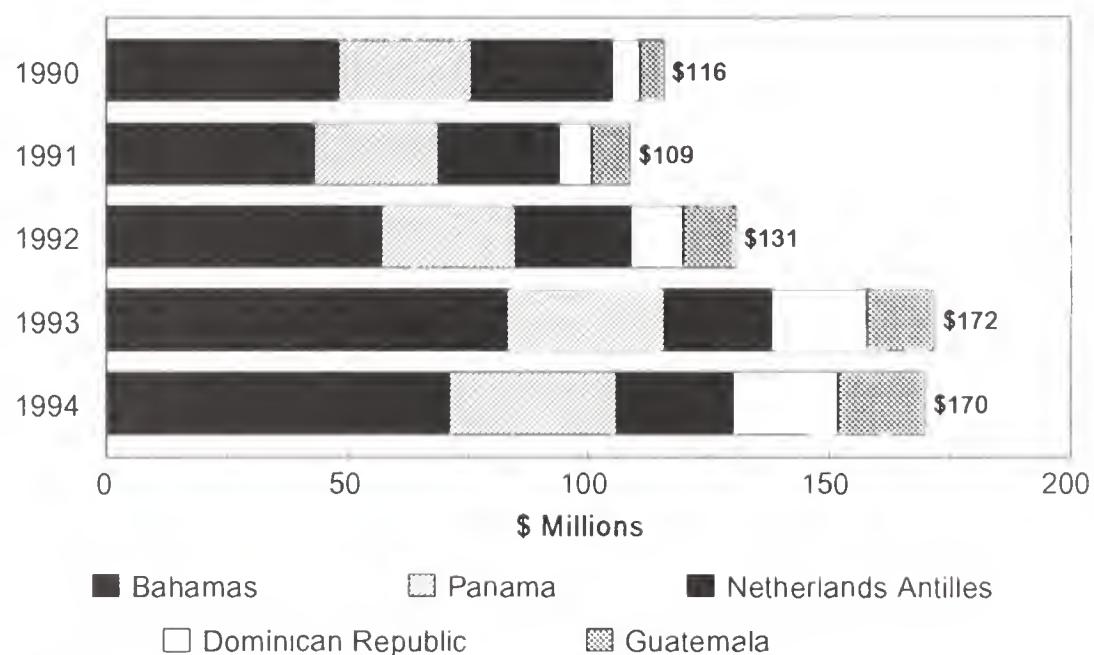
In addition to their quality and advantages of proximity, U.S. exports of horticultural products to CBI countries have been also boosted by more trade liberalization in the region. CBI countries like Costa Rica, Panama, Guatemala, and Honduras are taking important measures to reduce barriers to trade. In some CBI countries, however, there are still heavy import duties on fruits and vegetables, which are intended to protect local producers. Also, complex customs procedures, such as those in the Dominican Republic, still exist. As CBI countries make progress on their trade liberalization programs, U.S. horticultural exports are expected to continue to grow.

However, U.S. suppliers will continue to face heavy competition from Mexican and European products. Also, more horticultural products from other neighboring Central American countries are entering duty free under agreements such as the Central American Common Market (CACM). The

CACM is comprised of Costa Rica, El Salvador, Guatemala, Honduras, and Nicaragua. Moreover, freight rates from the United States to the region are high and could be a constraint to U.S. competitiveness. While quality is still a factor in purchasing decisions among CBI consumers, the ability of the United States to maintain its market share in the region will depend also on the price competitiveness of U.S. products. Nevertheless, as policies toward economic growth and trade liberalization expand, prospects for U.S. horticultural exports to CBI countries look promising.

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The Bahamas, Panama, and Netherlands Antilles are the Principal CBI Markets for U.S. Exports of Horticultural Products



Source: U.S. Bureau of the Census

**TABLE 1. U.S. IMPORTS OF HORTICULTURAL PRODUCTS FROM
CARIBBEAN BASIN INITIATIVE BENEFICIARY COUNTRIES
1992 to 1994**
(Quantity in Metric Tons and Value in \$1,000)

Product	1992		1993		1994		Top Ranking Suppliers 1994
	Quantity	Value	Quantity	Value	Quantity	Value	
Dutiable Fast Track							
Pineapple	114,978	42,225	116,165	42,911	122,028	38,480	Costa Rica, Honduras
FCOJ 1/	18,595	23,022	16,238	11,827	17,548	14,504	Belize, Costa Rica
Roses	N/A	5,992	N/A	5,750	N/A	7,676	Guatemala, Costa Rica
Avocados	7,133	2,818	5,958	2,584	4,944	1,931	Dom. Republic, Bahamas
Grapefruit	10,519	906	11,750	1,140	13,860	1,122	Bahamas, Dom. Republic
Oranges	4,660	1,083	2,982	827	3,467	903	Dom. Republic, Jamaica
Grapfrt Juice 1/ 2/	1,447	1,895	977	1,244	508	609	Belize, Trinidad & Tobago
Lemons	2,456	200	903	89	5,812	405	Bahamas, Dom. Republic
Other	N/A	5,855	N/A	10,226	N/A	10,383	
Subtotal	N/A	83,996	N/A	76,598	N/A	76,014	
Dutiable Non-Fast Track							
Frozen Brocoli	14,731	10,990	17,117	11,030	15,178	10,544	Guatemala
Macadamia Nuts	441	3,126	397	3,031	486	3,986	Guatemala, Costa Rica
Pineapple Juice 1/	4,353	6,346	5,286	6,365	2,727	3,531	Dom. Republic, Costa Rica
Processed Pineapple	1,377	1,364	1,729	887	2,664	2,202	Costa Rica, Honduras
Frzn Cauliflower	783	557	1,362	884	1,883	1,297	Guatemala
Prepared Papaya	594	478	732	530	567	457	Dom. Republic, Costa Rica
Peas Prep/Frzn 2/	352	824	42	74	45	68	Dom. Republic
Other	N/A	9,018	N/A	10,356	N/A	11,619	
Subtotal	N/A	32,706	N/A	33,157	N/A	33,703	
Not Dutiable 3/							
Fresh Bananas	1,785,219	521,360	1,804,371	517,049	2,069,689	542,389	Costa Rica, Guatemala
Cantaloupe	115,504	37,153	135,000	47,572	162,611	49,140	Costa Rica, Honduras
Cut Flowers	N/A	12,039	N/A	13,325	N/A	16,085	Costa Rica, Dom. Republic
Live Plants	N/A	13,672	N/A	15,018	N/A	16,032	Costa Rica, Guatemala
Yams	16,979	8,845	17,433	10,566	15,971	12,026	Jamaica, Costa Rica
Cassava 2/	21,474	7,049	21,263	8,379	22,051	10,430	Costa Rica, Dom. Republic
Frozen Okra	5,312	3,197	4,758	2,534	13,106	7,640	Guatemala, El Salvador
Fresh Peas	10,395	7,362	9,081	6,451	8,572	5,851	Guatemala, Costa Rica
Fresh Plantains	5,918	2,201	7,892	3,085	11,940	4,448	Costa Rica, Guatemala
Winter Melon	11,499	2,577	10,519	2,819	12,202	3,181	Panama, Costa Rica
Frozen Peas	166	240	899	1,245	2,228	3,123	Guatemala, El Salvador
Fresh Papayas	2,015	1,789	4,422	3,487	3,695	2,887	Jamaica, Belize
Guavas, Mangoes	305	169	5,036	2,803	4,892	2,737	Haiti, Guatemala
Coconut	11,243	2,261	11,299	2,332	10,984	2,408	Dom. Republic, Costa Rica
Foliage	N/A	1,742	N/A	2,842	N/A	2,344	Costa Rica, Guatemala
Frz Banans/Plantn	7,918	4,904	5,318	3,593	3,416	2,221	Costa Rica, Honduras
Fresh Okra	46	27	42	15	76	104	Bahamas, El Salvador
Fresh Radishes	0	0	13	6	44	18	Guatemala
Fresh Garlic	323	320	0	0	1	1	Guatemala
Other	N/A	122,403	N/A	127,496	N/A	132,942	
Subtotal	N/A	749,307	N/A	770,707	N/A	815,968	
Total	N/A	866,009	N/A	880,462	N/A	925,685	

1/ Quantity in thousand gallons

2/ Due to the introduction of the Harmonized Tariff Schedule in 1989, and to revised data beginning in 1990, these commodities do not have accurate comparable figures for data prior to 1990.

3/ GSP items plus MFN duty-free items.

Note 1: N/A = not available

Note 2: Totals quantities are not included because of different units used.

Note 3: Totals may not add due to rounding.

**TABLE 2. U.S. IMPORTS OF HORTICULTURAL PRODUCTS EXCLUDING FRESH BANANAS AND PLANTAINS
FROM CARIBBEAN BASIN INITIATIVE BENEFICIARY COUNTRIES**
(Value in \$1,000, Calendar Year)

Country	1983 1/	1991	1992	1993	1994	Major Commodities 1993/4
Costa Rica	12,544	103,317	124,535	142,643	153,519	
CBI Dutiable	1,476	36,391	40,381	43,056	43,341	Pineapple, FCOJ, Pineapple Juice
CBI Other	11,068	66,926	84,154	99,587	110,178	Cantaloupe, Ornamental Products, Cassava
Guatemala	14,563	55,103	68,878	66,675	80,307	
CBI Dutiable	6,229	16,762	23,445	25,909	27,966	Frozen Broccoli, Frozen Okra, Cut Flowers
CBI Other	8,334	38,341	45,433	40,766	52,341	Cantaloupe, Fresh Peas, Ornamental Products
Dominican Republic	33,836	57,519	56,266	51,967	47,765	
CBI Dutiable	6,938	16,724	18,072	14,597	10,692	Avocados, Pineapple, Pineapple Juice
CBI Other	26,898	40,795	38,194	37,370	37,073	Canned Peas, Coconut, Fresh Dasheens
Honduras	12,110	27,123	34,184	39,857	39,408	
CBI Dutiable	6,106	11,063	12,393	11,382	11,706	Pineapple, FCOJ
CBI Other	6,004	16,060	21,791	28,475	27,702	Cantaloupe, Ornamental Products
Jamaica	6,069	15,346	16,879	19,785	19,461	
CBI Dutiable	231	767	1,605	1,736	1,307	FCOJ, Fresh Citrus
CBI Other	5,838	14,579	15,274	18,049	18,154	Yams, Papayas
Belize	448	5,182	18,087	8,969	10,483	
CBI Dutiable	138	4,935	17,551	7,903	9,440	FCOJ, Grapefruit Juice
CBI Other	310	247	536	1,066	1,043	Papayas, Guavas, Mangoes
Panama	991	7,320	8,125	9,848	7,729	
CBI Dutiable	15	52	502	360	656	Fresh Pumpkins
CBI Other	976	7,268	7,623	9,488	7,073	Winter Melon, Nursery Products
El Salvador	1,879	6,333	6,472	6,223	6,659	
CBI Dutiable	961	690	695	495	841	Fresh Beans, Pineapple,
CBI Other	918	5,643	5,777	5,728	5,818	Melons, Frozen Vegetables
Nicaragua	92	803	1,934	2,736	4,552	
CBI Dutiable	43	93	152	263	873	Limes, Onion
CBI Other	49	710	1,782	2,473	3,679	Cantaloupe, Fresh Dasheens
Haiti	4,377	7,490	261	5,533	3,101	
CBI Dutiable	669	3,176	0	1,451	0	
CBI Other	3,708	4,314	261	4,083	3,101	Mangoes, Frozen Mangoes
Bahamas, The	1,230	3,180	4,674	2,936	2,824	
CBI Dutiable	115	1,509	1,507	1,651	2,153	Grapefruit, Limes
CBI Other	1,115	1,671	3,167	1,285	671	Vegetable saps, Okra
Trinidad & Tobago	288	1,393	1,460	1,510	1,763	
CBI Dutiable	2	136	171	128	317	Fresh Pumpkins, Mix Fruit Juice
CBI Other	286	1,257	1,289	1,382	1,446	Sauces & Preparations, Cut Flowers
Dominica	1	302	186	124	178	
CBI Dutiable	0	9	0	17	63	Fresh Peppers
CBI Other	1	293	186	107	115	Cut Flowers, Coconuts
Grenada	0	207	185	119	143	
CBI Dutiable	0	15	36	40	89	Avocados
CBI Other	0	192	149	79	54	Guavas, Mangoes

**TABLE 2 U.S. IMPORTS OF HORTICULTURAL PRODUCTS, EXCLUDING FRESH BANANAS AND PLANTAINS
FROM CARIBBEAN BASIN INITIATIVE BENEFICIARY COUNTRIES**
(Value in \$1,000, Calendar Year)
(Continued)

Country	1983 2/	1991	1992	1993	1994	Major Commodities 1993
St. Vincent	152	166	89	73	111	
CBI Dutiable	0	0	64	23	17	Avocados
CBI Other	152	166	25	50	94	Cut Flowers
Barbados	22	252	33	106	82	
CBI Dutiable	0	0	0	0	3	Tomato Sauce
CBI Other	22	252	33	106	79	Beers, Sauces & Preparations
Netherlands Antilles 2/	29	18	14	24	45	
CBI Dutiable	20	0	0	2	31	Avocados
CBI Other	9	8	14	22	14	Food Preparations
Monserrat	0	3	16	114	43	
CBI Dutiable	0	0	10	110	8	Frozen Broccoli
CBI Other	0	3	6	4	35	Cut Flowers
St. Christopher & Nevis	0	43	15	17	41	
CBI Dutiable	0	24	9	8	0	
CBI Other	0	19	6	9	41	Cut Flowers
Guyana	1	13	8	9	16	
CBI Dutiable	0	0	0	0	3	Prepared Tree Nuts
CBI Other	1	13	8	9	13	Sauces & Preparations
St. Lucia	25	910	142	293	15	
CBI Dutiable	0	0	109	212	2	Peppers
CBI Other	25	910	33	81	13	Sauces & Preparations
British Virgin Island	0	6	5	0	14	
CBI Dutiable	0	0	0	0	0	
CBI Other	0	6	5	0	14	Mangoes
Antigua & Barbuda	1	249	0	2	0	
CBI Dutiable	0	0	0	0	0	
CBI Other	1	249	0	2	0	
CBI Beneficiaries	88,658	292,278	342,448	360,328	378,848	
CBI Dutiable	22,943	92,346	116,702	109,755	109,718	
CBI Other	65,715	199,932	225,746	250,573	269,130	

1/ Imports prior to enactment of CBERA.

2/ These figures include imports from Aruba, which are negligible.

Note 1: Totals may not add due to rounding. Also, totals may not match those in Table 1, which exclude some products other than bananas and plantains.

**TABLE 3: U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1990-1994 (Value in 1,000)**

	1990	1991	1992	1993	1994
ANTIGUA AND BARBUDA					
FRESH CITRUS	3	0	11	0	0
FRESH DECIDUOUS FRUIT	41	40	38	8	23
OTHER FRESH FRUIT	105	10	0	0	0
FRESH MELONS	0	8	0	0	0
PROCESSED FRUIT	77	36	44	43	4
MISC. FRUIT PREPARATIONS	172	128	37	101	49
OLIVES	3	0	0	0	0
DRIED FRUIT	15	21	8	37	11
FRUIT & VEGETABLE JUICE	930	908	1,004	926	1,060
FRESH VEGIES POTATOES	737	486	676	156	748
FRESH POTATOES	161	21	11	41	21
VEGETABLES, PREP/PRES	2,255	2,275	1,134	1,005	287
FROZEN VEGETABLES	610	533	19	117	11
DRIED/DEHYDRATED VEGETAB	6	15	3	3	0
TREE NUTS	89	132	40	0	0
WINE	240	308	265	328	178
NURSERY PROD CUT FLOW	51	98	42	0	60
CUT FLOWERS	0	0	23	0	0
FRUIT & VEGETABLE MISC	1,280	738	745	1,960	3,417
TOTAL	6,775	5,757	4,100	4,725	5,869

ARUBA

FRESH CITRUS	13	71	5	27	32
FRESH DECIDUOUS FRUIT	60	91	57	50	82
OTHER FRESH FRUIT	4	0	0	0	9
FROZEN FRUIT (720)	13	0	7	12	0
PROCESSED FRUIT	59	173	144	89	27
MISC. FRUIT PREPARATIONS	490	439	207	166	205
OLIVES	27	0	0	0	3
DRIED FRUIT	38	38	73	38	11
FRUIT & VEGETABLE JUICE	1,095	1,268	2,021	1,592	1,609
FRESH VEGIES POTATOES	444	880	785	832	269
FRESH POTATOES	12	0	3	9	3
VEGETABLES, PREP/PRES	1,673	1,663	1,374	1,527	1,007
FROZEN VEGETABLES	219	234	156	238	178
DRIED/DEHYDRATED VEGETAB	251	43	63	14	11
TREE NUTS	237	224	360	223	12
WINE	238	354	309	795	512

**TABLE 3: U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1990-1994 (Value in 1,000)**

NURSERY PROD	CUT FLOW	181	400	254	110	96
CUT FLOWERS		3	0	56	0	0
FRUIT & VEGETABLE MISC		2,624	3,528	3,312	3,074	3,359
TOTAL		7,681	9,406	9,186	8,796	7,425

BAHAMAS, THE

FRESH CITRUS	30	23	0	22	232	
FRESH DECIDUOUS FRUIT	527	428	21	100	244	
OTHER FRESH FRUIT	87	109	26	83	291	
FRESH MELONS	12	6	26	0	3	
FROZEN FRUIT	9	0	0	0	50	
PROCESSED FRUIT	353	256	174	127	141	
MISC. FRUIT PREPARATIONS	623	515	1,103	576	1,156	
DRIED FRUIT	112	0	24	65	161	
FRUIT & VEGETABLE JUICE	7,075	7,052	6,366	7,191	5,980	
FRESH VEGIES POTATOES	5,915	5,731	7,488	17,839	9,917	
FRESH POTATOES	181	200	246	198	142	
VEGETABLES, PREP/PRES	4,982	7,826	9,809	23,365	6,122	
FROZEN VEGETABLES	7,421	4,312	6,560	378	318	
DRIED/DEHYDRATED VEGETAB	573	523	636	1,075	592	
TREE NUTS	158	203	135	85	301	
WINE	1,593	1,512	1,763	2,337	2,228	
HOPS	56	61	30	47	45	
NURSERY PROD	CUT FLOW	1,742	847	888	1,149	1,130
CUT FLOWERS		14	5	10	14	10
FRUIT & VEGETABLE MISC		16,100	13,414	21,915	28,002	41,766
TOTAL		47,563	43,023	57,220	82,653	70,829

BARBADOS

FRESH CITRUS	100	88	45	0	12
FRESH DECIDUOUS FRUIT	554	443	121	115	390
OTHER FRESH FRUIT	83	22	18	8	0
FRESH MELONS	12	4	0	0	0
FROZEN FRUIT	0	0	35	0	0
PROCESSED FRUIT	17	38	24	24	35
MISC. FRUIT PREPARATIONS	564	276	208	80	88
DRIED FRUIT	32	47	9	7	50
FRUIT & VEGETABLE JUICE	490	979	329	845	559
FRESH VEGIES POTATOES	342	480	126	287	223
FRESH POTATOES	139	101	51	177	110

**TABLE 3: U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1990-1994 (Value in 1,000)**
(continued)

	1990	1991	1992	1993	1994
VEGETABLES, PREP/PRES	732	661	1,024	569	338
FROZEN VEGETABLES	256	242	111	46	31
DRIED/DEHYDRATED VEGETAB	39	21	52	32	118
TREE NUTS	186	136	71	173	248
WINE	286	443	359	457	296
HOPS	9	21	0	27	14
NURSERY PROD CUT FLOW	9	4	11	45	31
CUT FLOWERS	0	3	0	0	0
FRUIT & VEGETABLE MISC	2,253	1,727	765	1,599	2,370
TOTAL	6,103	5,736	3,359	4,491	4,913

BELIZE

FRESH CITRUS	0	15	0	0	0
FRESH DECIDUOUS FRUIT	179	151	145	170	195
OTHER FRESH FRUIT	0	0	34	26	0
FROZEN FRUIT	4	0	0	0	0
PROCESSED FRUIT	34	15	27	43	22
MISC. FRUIT PREPARATIONS	4	36	90	22	19
DRIED FRUIT	7	0	10	21	43
FRUIT & VEGETABLE JUICE	29	67	74	51	53
FRESH VEGIES POTATOES	218	441	328	316	268
FRESH POTATOES	136	270	57	93	483
VEGETABLES, PREP/PRES	1,347	1,640	2,607	2,930	1,837
FROZEN VEGETABLES	37	52	314	52	221
DRIED/DEHYDRATED VEGETAB	35	23	25	34	10
TREE NUTS	0	75	70	5	27
WINE	114	137	180	229	220
HOPS	0	0	48	42	33
NURSERY PROD CUT FLOW	70	0	28	0	33
CUT FLOWERS	0	0	0	0	0
FRUIT & VEGETABLE MISC	909	947	1,624	1,576	1,742
TOTAL	3,123	3,869	5,661	5,610	5,206

COSTA RICA

FRESH CITRUS	33	9	17	0	19
FRESH DECIDUOUS FRUIT	3,243	4,280	4,463	6,535	6,252
OTHER FRESH FRUIT	0	16	8	62	56

**TABLE 3: U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1990-1994 (Value in 1,000)**
(continued)

	1990	1991	1992	1993	1994
FRESH MELONS	120	157	0	0	0
FROZEN FRUIT	23	0	44	21	8
PROCESSED FRUIT	418	535	797	1,370	1,256
MISC. FRUIT PREPARATIONS	534	467	541	802	390
OLIVES	0	0	7	0	0
DRIED FRUIT	72	81	114	297	248
FRUIT & VEGETABLE JUICE	633	974	1,449	2,899	2,536
FRESH VEGIES POTATOES	33	216	204	171	62
VEGETABLES, PREP/PRES	189	293	798	1,347	960
FROZEN VEGETABLES	94	99	252	321	295
DRIED/DEHYDRATED VEGETAB	529	406	491	539	440
TREE NUTS	74	320	189	355	403
WINE	361	226	110	294	262
HOPS	0	69	356	183	210
NURSERY PROD CUT FLOW	392	480	382	433	404
CUT FLOWERS	0	18	0	13	8
FRUIT & VEGETABLE MISC	938	1,628	1,211	1,358	2,717
TOTAL	7,686	10,274	11,433	17,000	16,526
DOMINICA					
FRESH CITRUS	8	6	0	0	0
FRESH DECIDUOUS FRUIT	4	18	0	0	0
OTHER FRESH FRUIT	0	10	0	0	0
MISC. FRUIT PREPARATIONS	76	89	63	15	3
FRUIT & VEGETABLE JUICE	0	11	41	0	6
FRESH VEGIES POTATOES	29	13	6	0	5
VEGETABLES, PREP/PRES	139	40	234	178	18
FROZEN VEGETABLES	31	0	0	0	0
DRIED/DEHYDRATED VEGETAB	18	0	0	22	26
TREE NUTS	0	0	0	0	0
WINE	33	99	22	0	0
NURSERY PROD CUT FLOW	0	0	0	0	0
FRUIT & VEGETABLE MISC	152	82	92	42	247
TOTAL	490	368	458	257	305

**TABLE 3: U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1990-1994 (Value in 1,000)**
(continued)

	1990	1991	1992	1993	1994
DOMINICAN REPUBLIC					
FRESH CITRUS	20	23	24	6	140
FRESH DECIDUOUS FRUIT	762	1,270	2,198	3,088	4,466
OTHER FRESH FRUIT	0	4	0	0	32
FROZEN FRUIT	0	0	0	26	8
PROCESSED FRUIT	102	194	207	290	171
MISC. FRUIT PREPARATIONS	608	436	468	815	450
OLIVES	10	0	16	8	15
DRIED FRUIT	383	459	665	763	908
FRUIT & VEGETABLE JUICE	500	423	1,151	1,841	3,791
FRESH VEGIES POTATOES	393	792	500	172	732
FRESH POTATOES	24	36	25	4	65
VEGETABLES, PREP/PRES	516	586	946	4,152	2,274
FROZEN VEGETABLES	201	3	103	40	171
DRIED/DEHYDRATED VEGETAB	566	430	741	771	1,412
TREE NUTS	191	223	168	1,045	681
WINE	150	197	226	318	446
HOPS	575	1,201	872	648	421
NURSERY PROD CUT FLOW	52	13	7	29	27
CUT FLOWERS	0	0	12	76	8
FRUIT & VEGETABLE MISC	881	1,202	2,544	5,525	5,729
TOTAL	5,934	7,492	10,873	19,617	21,947
EL SALVADOR					
FRESH DECIDUOUS FRUIT	1,483	3,219	2,556	2,015	1,583
OTHER FRESH FRUIT	0	3	0	6	14
FRESH MELONS	0	56	4	0	0
PROCESSED FRUIT	50	70	161	340	441
MISC. FRUIT PREPARATIONS	13	334	65	17	95
OLIVES	0	4	5	3	0
DRIED FRUIT	76	54	51	67	95
FRUIT & VEGETABLE JUICE	17	42	131	66	438
FRESH VEGIES POTATOES	0	54	81	690	574
FRESH POTATOES	0	0	0	22	0
VEGETABLES, PREP/PRES	818	826	863	724	659
FROZEN VEGETABLES	0	0	198	130	304
DRIED/DEHYDRATED VEGETAB	216	339	255	369	373

**TABLE 3: U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1990-1994 (Value in 1,000)**
(continued)

	1990	1991	1992	1993	1994
TREE NUTS	0	5	97	10	0
WINE	26	147	235	233	346
HOPS	129	184	98	186	60
NURSERY PROD CUT FLOW	0	0	23	45	8
CUT FLOWERS	0	0	11	0	6
FRUIT & VEGETABLE MISC	951	763	1,213	1,573	1,510
TOTAL	3,779	6,100	6,047	6,496	6,506

GRENADA

FRESH CITRUS	4	16	0	0	0
FRESH DECIDUOUS FRUIT	30	30	6	18	14
OTHER FRESH FRUIT	3	5	0	0	0
PROCESSED FRUIT	0	18	0	4	6
MISC. FRUIT PREPARATIONS	103	153	67	26	0
OLIVES	0	0	0	0	0
DRIED FRUIT	57	58	0	9	0
FRUIT & VEGETABLE JUICE	178	80	67	48	65
FRESH VEGIES POTATOES	101	112	7	15	9
FRESH POTATOES	13	6	0	0	0
VEGETABLES, PREP/PRES	550	807	419	271	39
FROZEN VEGETABLES	4	0	0	0	0
DRIED/DEHYDRATED VEGETAB	0	3	0	40	0
TREE NUTS	3	8	6	0	0
WINE	240	451	52	97	70
HOPS	13	21	16	16	5
NURSERY PROD CUT FLOW	5	0	0	0	0
FRUIT & VEGETABLE MISC	297	269	135	121	609
TOTAL	1,601	2,037	775	665	817

GUATEMALA

FRESH CITRUS	75	0	0	0	53
FRESH DECIDUOUS FRUIT	969	2,627	1,850	4,436	4,254
OTHER FRESH FRUIT	0	3	0	21	164
FRESH MELONS	0	20	0	0	123
FROZEN FRUIT	0	29	37	0	0
PROCESSED FRUIT	168	358	819	610	316
MISC. FRUIT PREPARATIONS	70	240	688	430	649

**TABLE 3: U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1990-1994 (Value in 1,000)
(continued)**

	1990	1991	1992	1993	1994
OLIVES	0	0	0	8	7
DRIED FRUIT	128	245	371	545	75
FRUIT & VEGETABLE JUICE	128	421	625	517	716
FRESH VEGIES POTATOES	46	10	258	201	145
FRESH POTATOES	0	0	65	61	0
VEGETABLES, PREP/PRES	220	441	329	757	1,549
FROZEN VEGETABLES	330	167	211	425	1,101
DRIED/DEHYDRATED VEGETAB	329	351	454	541	787
TREE NUTS	103	26	217	311	134
WINE	36	189	208	196	184
HOPS	181	380	587	304	204
NURSERY PROD CUT FLOW	722	920	1,121	975	1,758
CUT FLOWERS	0	62	166	0	21
FRUIT & VEGETABLE MISC	1,086	1,711	2,988	3,415	5,628
TOTAL	4,591	8,200	10,994	13,753	17,868

GUYANA

FRESH DECIDUOUS FRUIT	8	7	80	321	393
OTHER FRESH FRUIT	0	0	0	159	69
FROZEN FRUIT	0	0	0	4	0
MISC. FRUIT PREPARATIONS	3	7	135	28	19
FRUIT & VEGETABLE JUICE	0	0	13	28	0
FRESH VEGIES POTATOES	58	133	94	141	164
VEGETABLES, PREP/PRES	14	126	28	74	65
FROZEN VEGETABLES	0	10	24	80	74
TREE NUTS	0	0	0	0	4
WINE	5	4	0	0	0
HOPS	5	0	0	5	0
FRUIT & VEGETABLE MISC	108	214	383	317	282
TOTAL	201	501	757	1,157	1,070

HAITI

FRESH CITRUS	0	4	0	0	0
FRESH DECIDUOUS FRUIT	154	71	14	42	125
OTHER FRESH FRUIT	16	0	0	0	0
PROCESSED FRUIT	13	12	0	13	22
MISC. FRUIT PREPARATIONS	339	391	224	100	7

**TABLE 3: U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1990-1994 (Value in 1,000)**
(continued)

	1990	1991	1992	1993	1994
OLIVES	0	0	0	0	9
DRIED FRUIT	0	22	0	9	0
FRUIT & VEGETABLE JUICE	509	472	22	8	134
FRESH VEGIES POTATOES	157	78	62	5	123
VEGETABLES, PREP/PRES	2,058	1,000	469	451	662
FROZEN VEGETABLES	6	0	0	0	0
DRIED/DEHYDRATED VEGETAB	28	56	133	40	21
TREE NUTS	0	0	0	0	0
WINE	267	198	0	61	141
HOPS	47	73	0	0	0
NURSERY PROD CUT FLOW	7	18	0	0	0
CUT FLOWERS	0	0	0	0	0
FRUIT & VEGETABLE MISC	1,046	640	517	219	567
TOTAL	4,647	3,035	1,441	948	1,811

HONDURAS

FRESH CITRUS	0	4	0	0	18
FRESH DECIDUOUS FRUIT	916	924	1,508	2,527	1,632
FROZEN FRUIT	8	0	0	8	37
PROCESSED FRUIT	121	110	1,013	789	85
MISC. FRUIT PREPARATIONS	0	32	492	840	192
OLIVES	0	55	0	3	0
DRIED FRUIT	138	219	332	483	90
FRUIT & VEGETABLE JUICE	703	678	2,104	3,589	3,641
FRESH VEGIES POTATOES	13	121	187	578	102
FRESH POTATOES	0	3	7	27	18
VEGETABLES, PREP/PRES	580	1,927	1,903	1,346	712
FROZEN VEGETABLES	18	126	172	313	408
DRIED/DEHYDRATED VEGETAB	433	306	223	176	199
TREE NUTS	15	24	31	58	0
WINE	70	93	131	105	160
HOPS	173	4	294	153	1,432
NURSERY PROD CUT FLOW	0	36	0	7	0
CUT FLOWERS	3	0	0	0	3
FRUIT & VEGETABLE MISC	348	938	2,480	1,683	2,929
TOTAL	3,539	5,600	10,877	12,685	11,658

**TABLE 3: U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES**
1990-1994 (Value in 1,000)
(continued)

	1990	1991	1992	1993	1994
JAMAICA					
FRESH CITRUS	0	0	0	0	0
FRESH DECIDUOUS FRUIT	3	0	0	3	19
OTHER FRESH FRUIT	10	0	0	13	0
FROZEN FRUIT	0	0	0	0	3
PROCESSED FRUIT	12	15	0	22	78
MISC. FRUIT PREPARATIONS	14	84	67	71	170
DRIED FRUIT	121	142	88	53	72
FRUIT & VEGETABLE JUICE	592	846	403	880	836
FRESH VEGIES POTATOES	228	861	1,078	1,134	1,132
FRESH POTATOES	29	55	35	71	52
VEGETABLES, PREP/PRES	193	262	307	659	239
FROZEN VEGETABLES	573	428	605	439	433
DRIED/DEHYDRATED VEGETAB	349	276	262	321	427
TREE NUTS	164	193	192	186	206
WINE	327	286	172	336	206
HOPS	393	253	287	467	412
NURSERY PROD CUT FLOW	12	53	0	31	23
CUT FLOWERS	0	0	0	0	19
FRUIT & VEGETABLE MISC	1,819	1,306	943	1,870	1,351
TOTAL	4,839	5,060	4,439	6,556	5,678
MONTSERRAT					
PROCESSED FRUIT	5	3	0	0	4
MISC. FRUIT PREPARATIONS	7	31	25	0	0
FRUIT & VEGETABLE JUICE	191	136	177	155	152
FRESH VEGIES POTATOES	0	6	0	0	0
VEGETABLES, PREP/PRES	83	42	51	135	18
FROZEN VEGETABLES	3	0	0	0	0
DRIED/DEHYDRATED VEGETAB	3	0	0	0	0
TREE NUTS	12	0	0	3	0
WINE	18	155	3	19	188
FRUIT & VEGETABLE MISC	106	58	107	144	185
TOTAL	428	431	363	456	547

**TABLE 3: U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1990-1994 (Value in 1,000)**
(continued)

	1990	1991	1992	1993	1994
NETHERLANDS ANTILLES (EX Aruba)					
FRESH CITRUS	43	68	66	66	93
FRESH DECIDUOUS FRUIT	663	544	716	532	183
OTHER FRESH FRUIT	502	101	28	140	161
FRESH MELONS	0	0	0	0	0
FROZEN FRUIT	14	17	29	9	0
PROCESSED FRUIT	209	187	295	240	134
MISC. FRUIT PREPARATIONS	1,234	1,387	852	1,032	548
DRIED FRUIT	583	428	620	335	173
FRUIT & VEGETABLE JUICE	3,404	3,334	3,558	3,301	3,593
FRESH VEGIES POTATOES	923	579	1,785	1,369	2,318
FRESH POTATOES	231	3	3	3	22
VEGETABLES, PREP/PRES	6,317	4,161	3,063	3,551	2,359
FROZEN VEGETABLES	2,879	1,396	336	471	623
DRIED/DEHYDRATED VEGETAB	541	496	532	104	186
TREE NUTS	374	391	379	478	691
WINE	2,148	2,327	3,556	1,615	1,856
HOPS	33	31	35	99	10
NURSERY PROD CUT FLOW	581	351	518	268	252
CUT FLOWERS	11	50	27	18	7
GINSENG	0	4	0	0	0
FRUIT & VEGETABLE MISC	8,540	9,237	7,319	7,906	10,403
TOTAL	29,230	25,092	23,717	21,537	23,612
NICARAGUA					
FRESH DECIDUOUS FRUIT	153	371	755	360	246
FROZEN FRUIT	0	10	0	0	0
PROCESSED FRUIT	201	33	5	3	21
MISC. FRUIT PREPARATIONS	0	26	13	0	0
OLIVES	3	0	10	0	0
DRIED FRUIT	0	93	65	32	82
FRUIT & VEGETABLE JUICE	29	77	0	0	0
FRESH VEGIES POTATOES	0	75	35	5	30
VEGETABLES, PREP/PRES	157	1,493	118	94	130
FROZEN VEGETABLES	10	0	6	0	57
DRIED/DEHYDRATED VEGETAB	0	16	7	4	0
TREE NUTS	3	7	18	0	6

**TABLE 3: U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1990-1994 (Value in 1,000)**
(continued)

	1990	1991	1992	1993	1994
WINE	9	78	27	0	0
HOPS	239	208	195	228	96
NURSERY PROD CUT FLOW	0	0	8	0	0
FRUIT & VEGETABLE MISC	164	3,551	5,809	2,296	1,828
TOTAL	968	6,038	7,071	3,022	2,496
PANAMA					
FRESH CITRUS	0	8	11	0	43
FRESH DECIDUOUS FRUIT	4,721	4,132	3,685	3,895	4,205
OTHER FRESH FRUIT	5	0	31	86	3
FRESH MELONS	0	0	0	0	0
FROZEN FRUIT	23	5	3	16	7
PROCESSED FRUIT	1,762	1,346	1,472	1,571	1,547
MISC. FRUIT PREPARATIONS	607	200	197	259	300
OLIVES	27	14	0	16	13
DRIED FRUIT	1,151	1,000	1,044	1,109	1,204
FRUIT & VEGETABLE JUICE	5,225	6,493	5,962	3,693	3,805
FRESH VEGIES POTATOES	1,350	522	260	224	123
FRESH POTATOES	10	11	7	14	30
VEGETABLES, PREP/PRES	2,626	3,199	2,944	4,395	3,965
FROZEN VEGETABLES	225	314	159	296	447
DRIED/DEHYDRATED VEGETAB	4,236	1,594	1,503	904	1,746
TREE NUTS	635	506	828	989	951
WINE	259	264	492	890	704
HOPS	45	0	0	0	191
NURSERY PROD CUT FLOW	205	80	3	5	285
CUT FLOWERS	46	4	15	4	0
GINSENG	0	0	0	11	6
FRUIT & VEGETABLE MISC	4,837	6,119	8,938	14,339	15,675
TOTAL	27,995	25,811	27,554	32,716	35,250
ST. CHRISTOPHER-NEVIS-ANGUILLA					
FRESH CITRUS	0	8	0	0	0
FRESH DECIDUOUS FRUIT	31	13	0	0	0
OTHER FRESH FRUIT	33	0	0	15	17
PROCESSED FRUIT	18	13	0	4	18
MISC. FRUIT PREPARATIONS	113	376	205	24	0

**TABLE 3: U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1990-1994 (Value in 1,000)**
(continued)

	1990	1991	1992	1993	1994
DRIED FRUIT	16	13	5	3	0
FRUIT & VEGETABLE JUICE	136	77	87	73	157
FRESH VEGIES POTATOES	42	32	24	17	17
FRESH POTATOES	4	0	0	0	0
VEGETABLES, PREP/PRES	222	260	220	243	130
FROZEN VEGETABLES	10	8	56	3	3
DRIED/DEHYDRATED VEGETAB	5	16	0	12	11
TREE NUTS	15	7	9	13	30
WINE	72	90	39	94	99
HOPS	0	9	0	7	0
NURSERY PROD CUT FLOW	5	0	3	23	83
FRUIT & VEGETABLE MISC	462	765	1,011	929	873
TOTAL	1,184	1,687	1,659	1,460	1,438
ST. LUCIA					
FRESH CITRUS	0	13	0	0	0
FRESH DECIDUOUS FRUIT	37	36	33	3	10
OTHER FRESH FRUIT	41	57	0	112	0
FROZEN FRUIT	0	0	0	0	0
PROCESSED FRUIT	0	3	16	30	9
MISC. FRUIT PREPARATIONS	114	275	140	60	122
OLIVES	0	0	0	3	0
DRIED FRUIT	37	23	4	19	0
FRUIT & VEGETABLE JUICE	1,408	1,485	1,448	1,119	758
FRESH VEGIES POTATOES	382	412	281	247	196
FRESH POTATOES	33	80	11	53	89
VEGETABLES, PREP/PRES	490	369	289	504	174
FROZEN VEGETABLES	203	199	123	29	92
DRIED/DEHYDRATED VEGETAB	13	19	44	52	3
TREE NUTS	93	33	58	172	19
WINE	461	712	764	763	634
HOPS	63	35	27	3	16
NURSERY PROD CUT FLOW	6	13	15	0	9
CUT FLOWERS	0	0	0	4	0
FRUIT & VEGETABLE MISC	929	992	1,248	1,863	1,109
TOTAL	4,310	4,756	4,501	5,036	3,240

**TABLE 3: U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1990-1994 (Value in 1,000)**
(continued)

	1990	1991	1992	1993	1994
ST. VINCENT AND THE GRENADINES					
FRESH DECIDUOUS FRUIT	48	35	26	15	18
OTHER FRESH FRUIT	0	0	0	13	0
PROCESSED FRUIT	51	0	0	0	0
MISC. FRUIT PREPARATIONS	209	87	81	121	4
DRIED FRUIT	5	0	0	5	9
FRUIT & VEGETABLE JUICE	148	208	81	84	58
FRESH VEGIES POTATOES	3	6	0	14	0
FRESH POTATOES	0	4	0	0	0
VEGETABLES, PREP/PRES	1,024	1,524	1,165	950	9
FROZEN VEGETABLES	0	0	0	0	0
DRIED/DEHYDRATED VEGETAB	0	8	0	0	20
TREE NUTS	0	3	0	0	0
WINE	45	108	65	49	79
HOPS	14	32	22	10	0
FRUIT & VEGETABLE MISC	254	377	350	313	1,164
TOTAL	1,801	2,392	1,790	1,574	1,361
TRINIDAD AND TOBAGO					
FRESH CITRUS	4	48	0	0	0
FRESH DECIDUOUS FRUIT	1,664	600	670	693	793
OTHER FRESH FRUIT	47	25	56	69	0
PROCESSED FRUIT	108	61	134	18	30
MISC. FRUIT PREPARATIONS	113	337	84	172	25
OLIVES	25	31	0	0	0
DRIED FRUIT	421	441	564	179	137
FRUIT & VEGETABLE JUICE	296	219	539	241	466
FRESH VEGIES POTATOES	2,122	2,066	1,866	947	1,447
FRESH POTATOES	23	0	100	0	0
VEGETABLES, PREP/PRES	774	969	946	508	192
FROZEN VEGETABLES	246	16	110	59	191
DRIED/DEHYDRATED VEGETAB	222	292	110	216	59
TREE NUTS	591	455	710	594	404
WINE	23	83	88	109	65
HOPS	19	37	44	99	99
NURSERY PROD CUT FLOW	3	93	11	0	0
CUT FLOWERS	4	0	0	4	0

**TABLE 3: U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1990-1994 (Value in 1,000)**
(continued)

	1990	1991	1992	1993	1994
FRUIT & VEGETABLE MISC	540	913	1,479	1,809	2,926
TOTAL	7,245	6,686	7,511	5,717	6,834
BRITISH VIRGIN ISLANDS					
FRESH CITRUS	91	0	0	0	0
OTHER FRESH FRUIT	0	0	0	0	0
FROZEN FRUIT	0	3	0	0	0
PROCESSED FRUIT	15	0	0	0	8
MISC. FRUIT PREPARATIONS	66	30	7	28	72
FRUIT & VEGETABLE JUICE	466	179	72	154	311
FRESH VEGIES POTATOES	694	594	1,322	1,243	1,199
FRESH POTATOES	0	0	0	0	0
VEGETABLES, PREP/PRES	1,274	132	54	76	44
FROZEN VEGETABLES	174	936	12	13	14
DRIED/DEHYDRATED VEGETAB	0	0	0	0	11
WINE	351	174	239	142	172
NURSERY PROD CUT FLOW	156	28	39	74	27
FRUIT & VEGETABLE MISC	4,128	1,101	1,077	1,543	1,571
TOTAL	7,415	3,177	2,822	3,273	3,429
TOTAL CBI COUNTRIES					
FRESH CITRUS	424	404	179	121	640
FRESH DECIDUOUS FRUIT	16,249	19,333	18,943	24,924	25,127
OTHER FRESH FRUIT	934	364	202	812	826
FRESH MELONS	144	251	29	0	159
FROZEN FRUIT	94	64	154	97	131
PROCESSED FRUIT	3,792	3,476	5,332	5,629	4,378
MISC. FRUIT PREPARATIONS	6,077	6,374	6,059	5,787	4,561
OLIVES	94	104	39	40	74
DRIED FRUIT	3,392	3,384	4,047	4,075	3,371
FRUIT & VEGETABLE JUICE	24,184	26,428	27,723	29,302	30,722
FRESH VEGIES POTATOES	14,232	14,699	17,452	26,604	19,803
FRESH POTATOES	996	790	621	774	1,057
VEGETABLES, PREP/PRES	29,232	32,521	31,092	49,813	23,789
FROZEN VEGETABLES	13,550	9,076	9,529	3,449	4,972
DRIED/DEHYDRATED VEGETAB	8,393	5,234	5,534	5,267	6,452
TREE NUTS	2,944	2,971	3,578	4,698	4,117

**TABLE 3: U.S. EXPORTS OF HORTICULTURAL PRODUCTS TO
CARIBBEAN BASIN INITIATIVE COUNTRIES
1990-1994 (Value in 1,000)
(continued)**

	1990	1991	1992	1993	1994
WINE	7,374	8,633	9,305	9,470	9,046
HOPS	1,993	2,621	2,911	2,523	3,252
NURSERY PROD CUT FLOW	4,198	3,433	3,352	3,195	4,224
CUT FLOWERS	81	142	319	131	82
GINSENG	0	4	0	11	12
FRUIT & VEGETABLE MISC	50,754	52,219	68,203	83,475	109,959
GRAND TOTAL:	189,128	192,528	214,608	260,200	256,754

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
 MARKETING YEAR BEGINNING AS INDICATED
 MAY 95

COMMODITY AND COUNTRY		QUANTITY								VALUE (1,000 DOLLARS)											
		COUNTRY REGION		CURR LAST	MO YR	CURR LAST	MO YR	YR LAST	TDT	YR CURR	TDT YR	LAST	CURR	MO	CURR	MO	YR LAST	TDT	YR CURR	TDT YR	LAST
FRESH FRUIT																					
FR. APPLES (JUL)	MT	MEXICO	20,142	13,669	133,254	79,265	152,059	11,207	7,123	75,844	44,218	86,274									
		TAIWAN	5,568	4,249	95,668	112,480	99,053	3,214	2,544	73,294	85,921	75,244									
		CANADA	7,999	6,831	74,315	74,834	80,913	5,650	4,785	55,500	53,614	59,914									
		HONG KONG	6,155	6,536	56,827	65,417	61,585	3,013	3,577	31,312	37,163	33,749									
		EU 15	2,170	2,356	32,955	50,392	36,288	1,149	1,321	16,235	24,795	18,074									
		THAILAND	1,744	1,509	28,933	32,302	31,005	1,089	1,957	20,030	21,028	21,277									
		OTHER	7,108	14,942	137,550	240,461	147,673	4,022	8,380	73,308	130,152	78,842									
	Subtotal:-----		50,886	50,192	559,503	655,151	608,577	29,344	28,787	345,524	396,890	373,374									
FR. PEARS (JUL)	MT	MEXICO	5,579	1,855	48,799	45,238	53,629	2,658	1,060	24,266	21,207	26,653									
		CANADA	2,521	1,518	37,984	43,198	39,645	1,474	1,382	25,206	26,582	26,222									
		EU 15	0	0	11,619	9,096	11,674	0	0	5,209	3,585	5,262									
		TAIWAN	1,562	499	7,631	8,473	8,059	960	284	4,528	5,146	4,834									
		OTHER	191	142	15,147	26,303	15,326	89	121	8,379	13,936	8,482									
	Subtotal:-----		9,852	4,013	121,179	132,307	128,332	5,181	2,846	67,587	70,556	71,452									
APRICOTS (MAY)	MT	MEXICO	96	19	96	19	3,718	72	12	72	12	2,596									
		CANADA	1,034	808	1,034	808	3,145	1,205	1,119	1,202	1,119	3,301									
		OTHER	203	144	203	144	1,010	524	321	524	321	1,929									
	Subtotal:-----		1,333	971	1,333	971	7,873	1,798	1,452	1,798	1,452	7,827									
FR. CHERRIES (MAY)	MT	JAPAN	5,868	7,453	5,868	7,453	15,597	38,264	42,244	38,264	42,244	92,582									
		CANADA	1,071	193	1,071	193	6,379	2,519	6,47	2,519	6,47	13,357									
		EU 15	433	786	433	786	5,086	991	883	991	883	11,880									
		TAIWAN	747	573	747	573	3,056	2,216	2,278	2,216	2,278	8,328									
		UNITED KINGDOM	192	22	192	22	2,245	512	133	512	133	7,817									
		OTHER	199	48	199	48	1,921	772	226	772	226	5,825									
	Subtotal:-----		8,319	9,053	8,319	9,053	32,039	44,763	46,278	44,763	46,278	131,972									
PEACH-NECTRN (MAY)	MT	CANADA	8,094	5,692	8,094	5,692	48,567	8,624	7,603	8,624	7,603	40,639									
		MEXICO	161	0	161	0	16,203	86	0	86	0	6,851									
		TAIWAN	466	504	466	504	12,462	511	718	511	718	13,530									
		OTHER	442	204	652	204	7,377	325	166	487	166	5,638									
	Subtotal:-----		9,163	6,401	9,163	6,401	84,399	9,545	8,487	9,545	8,487	66,494									
PLUM-PRUNES (MAY)	MT	TAIWAN	64	136	64	136	25,396	71	153	71	153	22,161									
		CANADA	1,655	1,000	1,655	1,000	24,565	1,651	1,570	1,651	1,570	19,218									
		HONG KONG	85	0	85	0	8,863	84	0	84	0	7,323									
		OTHER	133	18	133	18	12,537	164	30	164	30	9,786									
	Subtotal:-----		1,937	1,154	1,937	1,154	71,360	1,970	1,754	1,970	1,754	58,487									
FR. AVOCADOS (OCT)	MT	EU 15	4	73	1,519	5,574	4,698	15	165	1,424	4,828	4,440									
		FRANCE	0	0	537	3,408	2,156	0	0	500	2,834	1,944									
		CANADA	190	152	1,088	1,428	2,054	292	180	1,403	1,265	2,728									
		JAPAN	305	429	1,313	1,036	1,995	858	790	2,209	1,992	3,905									
		NETHERLANDS	0	13	280	1,001	1,278	0	51	315	928	1,302									
		UNITED KINGDOM	4	58	473	913	865	15	105	461	880	871									
		OTHER	32	17	138	120	176	20	45	190	188	265									
	Subtotal:-----		530	672	4,058	8,157	8,923	1,186	1,181	5,227	8,273	11,338									
FR. KIWIFRUIT (OCT)	MT	CANADA	325	404	3,265	3,351	3,730	408	436	4,022	4,100	4,605									
		TAIWAN	0	34	1,990	1,378	1,990	0	19	3,556	2,114	3,556									
		KOREA, REPUBLIC	63	0	1,729	2,659	1,729	104	0	3,120	4,282	3,120									
		MEXICO	0	0	502	387	502	0	0	0	0	264									
		OTHER	18	0	794	993	799	14	0	1,312	1,447	1,315									
	Subtotal:-----		407	438	8,280	8,767	8,749	526	455	12,504	12,206	13,091									
FRESH GRAPES (MAY)	MT	CANADA	3,933	4,343	3,933	4,343	101,631	6,060	7,669	6,060	7,669	112,109									
		MEXICO	38	0	38	0	22,589	19	0	19	0	0									
		HONG KONG	21	15	21	15	21,192	18	13	18	13	25,353									
		TAIWAN	15	12	15	12	14,731	28	30	28	30	20,876									
		OTHER	668	1,352	668	1,352	54,961	1,137	2,305	1,137	2,305	20,876									
	Subtotal:-----		4,676	5,722	4,676	5,722	215,105	7,262	10,017	7,262	10,017	251,822									
FR. STRAWBRIS (JAN)	MT	CANADA	7,927	6,396	22,600	18,999	38,873	10,003	9,585	30,430	27,212	52,089									
		MEXICO	305	0	478	13	6,816	241	0	290	12	6,245									
		EU 15	269	119	693	249	5,738	588	267	1,575	628	11,850									
		JAPAN	159	259	178	341	4,338	498	801	1,530	962	21,177									
		UNITED KINGDOM	269	119	450	180	3,700	588	267	987	445	7,394									
		OTHER	236	130	623	469	1,570	812	415	2,213	1,333	5,003									
	Subtotal:-----		8,896	6,903	24,573	20,072	57,335	12,142	11,068	35,038	30,147	96,365									
FR. ORNG INC TMPL (NOV)	MT	CANADA	19,580	18,355	148,674	146,794	188,551	9,695	9,238	75,056	69,984	93,157									
		JAPAN	34,120	22,698	111,643	126,189	158,170	20,937	15,352	66,785	85,226	94,865									
		HONG KONG	12,940	14,048	70,197	73,888	124,417	6,407	6,744	36,708	39,209	62,213									
		OTHER	14,390	16,726	51,489	73,014	76,902	6,725	8,952	26,386	38,690	39,918									
	Subtotal:-----		81,029	71,827	382,004	421,886	548,041	43,763	41,286	204,936	233,109	290,154									
FR. GRPFRT (SEP)	MT	JAPAN	8,135	13,314	215,531	206,521	250,229	3,941	7,463	113,519	113,170	130,749									
		EU 15	4,349	1,268	101,719	116,208	102,114	2,118	4,36	50,198	51,006	50,415									
		CANADA	6,214	5,186	65,311	68,534	74,378	2,248	2,194	26,727	25,994	30,483									
		FRANCE	1,723	747	39,215	42,399	39,454	802	255	20,413	18,943	20,546									
		NETHERLANDS	1,113	246	26,399	33,841	26,469	584	96	12,811	15,202	12,834									
		OTHER	4,046	6,372	26,194	37,689	31,988	1,958	3,447	12,703	18,993	15,431									
	Subtotal:-----		22,743	26,140	408,755	428,952	458,709	10,266	13,540	203,147	209,163	227,078									
FR. TANGERINES (NOV)	MT	CANADA	129	6	10,036	9,432	11,320	129	4	7,865	8,591	9,003									
		EU 15	0	0																	

U. S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
MARKETING YEAR BEGINNING AS INDICATED
MAY 95

COMMODITY AND COUNTRY		QUANTITY								VALUE (1,000 DOLLARS)											
		COUNTRY REGION		CURR	MO	CURR	MO	YR	TDT	YR	TDT	LAST	CURR	MO	CURR	MO	YR	TDT	YR	LAST	
		LAST	YR	CURR	YR	LAST	YR	CURR	YR	LAST	YR	CURR	YR	CURR	YR	LAST	YR	CURR	YR	LAST	
CANNED FRUIT																					
CND PEACH&NECT (JUN)	MT	1,094	924	5,674	4,595	5,674	1,164	923	6,363	4,780	6,363										
JAPAN		157	535	2,809	3,908	2,809	183	423	3,285	3,719	3,285										
CANADA																					
HONG KONG		137	129	1,768	943	1,768	103	125	1,515	899	1,515										
TAIWAN																					
MEXICO		51	15	1,719	1,259	1,719	37	13	1,493	1,057	1,493										
SINGAPORE		33	74	1,400	454	1,400	27	58	1,061	359	1,061										
OTHER		21	237	1,194	1,164	1,194	18	212	1,222	1,233	1,222										
		502	466	4,744	6,446	4,744	387	333	3,866	5,478	3,866										
Subtotal:-----		1,996	2,380	19,309	18,769	19,309	1,918	2,088	18,804	17,524	18,804										
CND PEARS (JUN)	MT	105	280	1,554	2,795	1,554	102	224	1,595	2,510	1,595										
JAPAN		31	34	402	485	402	15	36	425	529	425										
CANADA																					
MEXICO		15	0	164	25	164	5	0	144	19	144										
OTHER		26	58	770	1,415	770	31	52	666	1,146	666										
Subtotal:-----		177	372	2,890	4,720	2,890	153	312	2,830	4,204	2,830										
CND PNEAPL (JAN)	MT	150	127	454	553	985	143	125	453	534	929										
JAPAN																					
CANADA		12	50	325	349	947	14	54	298	348	887										
EU 15		26	62	150	500	756	22	46	128	395	654										
MEXICO		88	12	142	30	522	62	9	105	21	361										
GERMANY		26	62	136	361	420	22	46	116	278	335										
RUSSIAN FEDERAT1		3	0	15	17	302	5	0	116	278	335										
OTHER		62	119	115	387	268	57	90	120	397	257										
Subtotal:-----		340	369	1,201	1,836	3,779	304	325	1,113	1,702	3,292										
FRT MIXTURES (JUN)	MT	606	590	6,205	5,612	6,205	709	675	7,448	6,645	7,448										
JAPAN		330	566	5,677	5,635	5,677	409	703	7,055	7,288	7,055										
CANADA																					
HONG KONG		352	285	3,999	3,915	3,999	375	333	4,205	4,366	4,205										
SINGAPORE		395	171	2,575	4,476	2,575	437	148	2,836	4,835	2,836										
OTHER		880	843	9,517	9,638	9,517	940	929	11,359	10,967	11,359										
Subtotal:-----		2,564	2,455	27,974	29,277	27,974	2,870	2,787	32,904	34,103	32,904										
DRIED FRUIT																					
DRD RAISINS (AUG)	MT	4,456	4,382	50,337	48,940	58,981	7,372	6,838	77,825	77,146	91,498										
EU 15		2,022	2,329	21,567	23,128	26,123	3,214	3,705	33,435	35,333	40,217										
UNITED KINGDOM																					
JAPAN		2,021	2,108	20,896	20,181	25,338	3,000	3,192	31,016	29,332	37,283										
GERMANY		897	679	10,397	6,975	12,132	1,536	1,938	14,117	10,168	16,772										
CANADA		942	766	9,741	9,405	11,595	1,880	1,495	20,343	18,979	24,081										
OTHER		2,480	1,909	25,070	24,781	29,191	4,013	3,046	39,084	41,372	45,919										
Subtotal:-----		9,899	9,166	106,044	103,308	125,105	16,265	14,571	168,268	166,829	198,782										
DRD PRUNES (AUG)	MT	2,057	2,476	28,256	29,253	32,679	5,702	6,071	65,989	71,876	77,852										
EU 15		1,149	1,263	11,934	11,158	14,216	2,900	2,944	27,373	24,747	32,752										
JAPAN																					
GERMANY		707	1,024	9,273	9,048	10,952	1,913	2,609	21,266	21,648	25,806										
ITALY		535	387	5,360	5,597	6,245	1,578	936	14,353	14,716	16,900										
CANADA		240	323	4,005	3,745	4,683	624	787	9,470	8,846	11,106										
NETHERLANDS		296	198	3,227	2,535	3,798	853	541	5,678	6,831	8,913										
OTHER		716	511	7,828	7,158	8,925	1,498	1,169	15,609	15,226	18,240										
Subtotal:-----		4,161	4,574	52,022	51,314	60,503	10,723	10,970	118,440	120,695	139,950										
FRUIT JUICES (SSE)																					
ORNG JU NTCNC (DEC)	KL	13,509	11,523	42,892	66,628	91,091	4,334	4,389	18,243	32,109	36,218										
JAPAN		4,054	1,860	18,260	7,535	69,389	2,239	1,629	12,350	5,960	28,196										
FRANCE		1,189	1,855	16,008	26,332	38,676	603	819	6,820	8,977	14,007										
CANADA		3,132	2,122	15,013	15,911	33,030	4,765	3,771	24,485	26,480	50,778										
KOREA, REPUBLIC		2,121	4,512	14,229	13,329	24,619	1,005	2,322	7,800	7,475	15,559										
NETHERLANDS		8,405	4,479	13,813	23,526	21,706	2,249	1,762	5,678	16,712	8,913										
OTHER		3,278	5,109	22,701	34,137	46,673	1,410	2,147	9,151	15,340	19,103										
Subtotal:-----		26,093	25,126	113,094	137,540	264,801	13,753	14,258	72,030	87,364	149,855										
ORNG JU NTCNC (DEC)	KL	5,932	7,403	31,597	41,781	65,910	3,801	5,612	20,826	30,658	43,797										
CANADA																					
EU 15		5,017	2,520	16,765	31,285	52,654	3,135	1,395	10,841	17,853	32,983										
BELGIUM-LUXEMBOU		3,034	1,549	6,447	19,014	30,665	1,907	830	4,008	10,696	18,995										
UNITED KINGDOM		1,385	799	4,703	7,632																

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
MARKETING YEAR BEGINNING AS INDICATED
MAY 95

COMMODITY AND COUNTRY		QUANTITY						VALUE (1,000 DOLLARS)						
		COUNTRY REGION	CURR LAST	MO YR	CURR LAST	MO YR	YR TOT LAST	YR TOT CURR	LAST YEAR	CURR LAST	MO YR	YR TOT LAST	YR TOT CURR	LAST YEAR
CANNED VEGETABLES														
CND TOM PAS(JUL)	MT	CANADA	2,876	3,718	38,479	44,541	43,168	2,732	3,009	33,342	36,102	37,437		
		JAPAN	484	878	7,751	9,627	8,247	416	746	6,438	7,664	6,858		
		AUSTRALIA	29	0	6,332	117	6,332	18	0	4,893	5,93	4,893		
		KOREA, REPUBLIC	261	48	4,709	1,848	4,800	214	36	4,271	1,745	4,343		
		OTHER	716	2,592	14,402	29,157	15,267	615	2,041	11,018	23,829	11,682		
	Subtotal:-----		4,365	7,236	71,672	85,291	77,814	3,996	5,832	59,961	69,434	65,213		
CND TOM SAUCE(JUL)	MT	CANADA	6,216	4,865	45,338	44,558	51,739	5,653	4,523	45,637	43,163	51,151		
		EU 15	512	440	6,146	7,658	7,209	461	510	7,129	7,914	7,955		
		MEXICO	475	141	5,459	5,392	6,060	333	134	3,527	3,685	3,953		
		JAPAN	432	520	4,806	5,289	5,201	686	752	5,637	6,137	6,127		
		UNITED KINGDOM	270	17	4,019	4,961	4,764	197	19	4,309	4,704	4,723		
		OTHER	1,510	761	9,821	8,209	10,504	1,210	812	9,475	8,669	10,037		
	Subtotal:-----		9,145	6,727	71,570	71,106	80,713	8,343	6,733	71,405	69,568	79,222		
FRZN VEGETABLES														
FZN SWT CORN(JUL)	MT	JAPAN	2,802	3,115	37,148	35,183	39,969	2,693	2,974	33,421	33,619	36,158		
		AUSTRALIA	0	475	4,886	3,687	5,189	0	331	3,664	2,970	3,921		
		HONG KONG	346	205	3,912	3,197	4,235	320	152	3,037	2,713	3,345		
		CANADA	201	356	2,886	3,525	3,124	182	260	2,354	2,747	2,543		
		OTHER	805	1,296	9,351	17,364	9,873	741	857	7,783	12,959	8,317		
	Subtotal:-----		4,153	5,447	58,183	62,956	62,389	3,936	4,574	50,259	55,007	54,283		
FZN F FRY(JUL)	MT	JAPAN	11,118	10,560	122,753	143,191	134,450	8,041	7,861	86,975	103,874	95,428		
		KOREA, REPUBLIC	1,928	2,138	16,489	18,344	17,784	1,334	1,575	10,953	13,179	11,869		
		HONG KONG	1,365	1,025	11,302	15,124	12,812	913	678	7,319	10,007	8,402		
		OTHER	6,486	14,757	68,620	116,337	75,482	5,047	10,509	51,038	88,572	56,337		
	Subtotal:-----		20,897	28,480	219,164	292,997	240,529	15,335	20,622	156,285	215,632	172,036		
TREE NUTS														
ALMONDS UNSH(JUL)	MT	JAPAN	617	343	6,011	3,074	6,276	1,496	977	15,070	9,229	15,711		
		INDIA	361	246	3,979	8,098	4,259	1,101	433	11,548	20,406	12,553		
		EU 15	55	55	756	3,034	867	108	116	1,533	7,348	1,759		
		OTHER	34	199	1,813	3,482	2,043	86	317	4,346	8,201	4,803		
	Subtotal:-----		1,067	844	12,559	17,690	13,445	2,790	1,843	32,496	45,184	34,827		
ALMND SH/PREP(JUL)	MT	EU 15	8,136	4,179	93,051	115,253	97,407	36,760	16,040	413,175	401,461	431,545		
		GERMANY	3,540	1,504	38,475	45,995	39,872	15,350	5,845	163,554	160,089	169,362		
		JAPAN	826	2,057	17,779	16,771	18,588	4,651	7,332	91,656	63,810	96,366		
		UNITED KINGDOM	854	388	11,424	10,113	11,946	4,190	1,630	48,398	36,533	50,821		
		NETHERLANDS	695	186	10,766	10,812	11,169	3,401	752	50,552	37,216	52,747		
		FRANCE	1,247	221	10,347	11,897	10,868	6,151	932	48,865	40,712	51,248		
		OTHER	3,479	3,254	43,361	55,180	46,653	12,399	10,152	178,003	174,153	189,227		
	Subtotal:-----		12,441	9,489	154,191	187,203	162,648	53,810	33,524	682,834	639,424	717,138		
WALNUTS SH(AUG)	MT	EU 15	206	220	7,144	7,554	7,709	571	601	15,590	16,112	16,845		
		JAPAN	346	601	4,106	4,783	4,911	1,855	2,290	22,254	18,368	26,606		
		ITALY	53	0	2,252	3,537	2,252	95	0	4,117	5,849	4,117		
		CANADA	200	154	1,866	2,066	2,120	658	546	6,009	6,510	6,996		
		FRANCE	0	19	1,417	513	1,417	0	62	2,616	1,197	2,616		
		ISRAEL	57	36	1,265	1,349	1,399	291	147	5,711	4,615	6,259		
		OTHER	289	258	2,862	4,193	3,200	1,110	861	12,206	12,889	13,316		
	Subtotal:-----		1,099	1,268	17,243	19,944	19,339	4,485	4,445	61,769	58,495	70,023		
WALNUTS UNSH(AUG)	MT	EU 15	130	160	37,131	43,775	37,212	218	327	70,577	69,590	70,728		
		SPAIN	38	39	9,746	10,184	9,746	69	71	18,400	16,235	18,400		
		NETHERLANDS	0	20	8,539	5,842	8,600	0	38	16,345	9,733	16,459		
		GERMANY	0	54	8,593	13,074	8,593	0	106	16,217	19,419	16,217		
		ITALY	19	0	5,908	9,116	5,908	16	0	11,358	15,026	11,358		
		OTHER	186	338	6,649	9,334	7,024	374	579	13,897	16,747	14,569		
	Subtotal:-----		316	498	43,781	53,108	44,236	592	906	84,474	86,337	85,296		
HOPS & PRODUCTS														
HOP PELTS(SEP)	MT	CANADA	119	123	865	982	1,267	769	812	5,744	6,524	8,310		
		BRAZIL	19	59	864	2,333	1,219	95	246	3,960	12,471	5,852		
		EU 15	22	26	495	913	504	151	172	2,921	5,736	2,988		
		MEXICO	143	37	319	37	363	1,128	216	2,346	216	2,593		
		JAPAN	0	0	256	451	256	0	0	1,383	2,873	1,385		
		UNITED KINGDOM	0	15	218	303	221	0	107	1,500	1,610	1,518		
		OTHER	10	62	553	997	616	69	267	2,162	5,277	2,431		
	Subtotal:-----		313	308	3,352	5,714	4,224	2,212	1,713	18,516	33,097	23,559		
HOP EXTRACT(SEP)	MT	MEXICO	273	1	2,026	724	2,246	968	10	13,060	15,825	15,676		
		EU 15	104	72	1,043	1,194	1,297	1,657	1,269	15,602	18,934	19,026		
		BRAZIL	0	2	406	294	533	0	66	3,873	4,012	4,742		
		GERMANY	38	0	383	545	459	345	0	2,731	8,319	6,085		
		NETHERLANDS	16	25	212	143	330	329	501	4,782	3,613	5,995		
		OTHER	194	128	1,066	1,417	1,385	2,587	1,596	19,175	20,169	23,698		
	Subtotal:-----		571	202	4,541	3,628	5,460	5,212	2,941	51,711	58,941	63,141		
HOPS, NSPF(SEP)	MT	EU 15	101	0	1,106	1,480	1,106	455	0	4,874	9,262	4,874		
		GERMANY	100	0	829	1,082	829	451	0	3,291	6,642	3,291		
		UNITED KINGDOM	1	0	269	380	269	5	0	1,472	2,322	1,472		
		JAPAN	0	0	231	144	233	0	0	1,417	923	1,424		
		MEXICO	68	44	107	74	132	342	418	552	631	598		
		BRAZIL	0	0	99	132	111	0	0	488	773	635		
		OTHER	7</											

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN
MARKETING YEAR BEGINNING AS INDICATED
MAY 95

COMMODITY AND COUNTRY		QUANTITY								VALUE (1,000 DOLLARS)							
		COUNTRY REGION		CURR LAST MO	CURR MO	YR LAST TDT	YR CURR TDT	LAST YEAR	CURR LAST MO	CURR MO	YR LAST TDT	YR CURR YR	YR LAST TDT	YR CURR YR	LAST YEAR		
FR FRT & MLNS																	
FR APPLES(JUL)	MT	14,500	13,457	22,830	31,125	28,387	15,993	15,202	23,778	33,339	31,041						
NEW ZEALAND		8,564	4,883	13,736	10,507	19,044	7,734	2,811	11,672	7,420	16,039						
SOUTH AFRICA, RE		611	2,551	28,988	40,924	29,886	374	1,156	13,193	16,204	13,666						
CANADA		7,880	7,877	30,089	21,895	33,758	3,129	3,443	12,060	8,347	13,616						
OTHER		31,555	28,766	95,643	104,450	111,075	27,230	22,611	60,702	65,310	74,362						
FR PEARS(JUL)	MT	5,178	7,282	38,515	24,076	44,495	1,990	2,572	13,883	8,745	16,093						
CHILE		3,751	5,223	12,977	12,015	13,831	2,098	2,978	7,110	7,008	15,587						
ARGENTINA		1,361	2,748	6,675	8,867	7,183	1,226	2,004	9,284	8,925	9,888						
OTHER		10,291	15,252	58,167	44,957	65,509	5,314	7,554	30,277	24,678	33,569						
APRICOT (MAY)	MT	0	0	0	0	919	0	0	0	0	0	651					
CHILE		0	0	0	0	259	0	0	0	0	0	593					
NEW ZEALAND		0	0	0	0	56	0	0	0	0	0	69					
OTHER		0	0	0	0	1,233	0	0	0	0	0	1,313					
PEACH-NEC(MAY)	MT	0	0	0	0	49,100	0	0	0	0	0	31,406					
CHILE		0	0	0	0	368	0	0	0	0	0	356					
OTHER		0	0	0	0	49,468	0	0	0	0	0	31,762					
PLUM-PRUNE (MAY)	MT	99	1	99	1	23,124	60	3	60	3	60	15,369					
CHILE		0	0	0	0	291	0	0	0	0	0	420					
OTHER		99	1	99	1	23,414	60	3	60	3	60	15,789					
FRESH GRAPES (MAY)	MT	4,010	1,581	4,010	1,581	280,758	3,175	1,189	3,175	1,189	217,136						
CHILE		22,272	31,722	22,272	31,722	41,048	23,107	32,960	23,107	32,960	46,576						
MEXICO		0	0	367	0	4,721	0	0	247	0	7,352						
OTHER		26,282	33,304	26,282	33,304	326,160	26,283	34,148	26,283	34,148	270,818						
FR RASPBRY(JAN)	MT	0	0	0	19	6,176	0	0	0	0	0	13,062					
CANADA		85	131	774	1,049	1,253	191	401	1,353	3,151	2,881						
OTHER		85	131	774	1,068	7,429	191	401	1,353	3,197	15,943						
FR STRAWBRIS(JAN)	MT	2,523	4,843	15,648	20,626	18,950	2,558	6,355	28,668	38,115	31,945						
MEXICO		0	0	92	75	893	0	0	197	163	2,360						
OTHER		2,523	4,843	15,740	20,701	19,843	2,558	6,355	28,865	38,277	34,305						
FR BANANA(JAN)	MT	97,605	85,005	335,677	340,358	977,101	23,010	27,316	93,040	107,770	247,820						
COSTA RICA		78,560	86,546	355,116	465,274	785,910	20,749	23,999	92,686	129,279	204,154						
ECUADOR		57,564	41,963	277,510	223,551	629,509	17,296	12,306	82,099	64,012	186,765						
COLOMBIA		152,933	147,180	547,202	553,248	1,301,463	47,161	40,532	153,245	156,072	357,419						
OTHER		386,661	360,694	1,515,505	1,582,430	3,693,983	108,216	104,153	421,069	457,134	996,158						
FR MANGO(JAN)	MT	20,203	21,774	36,895	41,039	108,432	17,177	19,618	34,147	37,874	81,678						
MEXICO		2,982	6,988	8,345	17,473	15,163	2,026	4,070	6,842	11,607	15,151						
OTHER		23,185	28,762	45,240	58,511	123,596	19,203	23,688	40,989	49,481	96,829						
FR PINAPLE(JAN)	MT	9,427	7,439	32,816	34,446	82,295	2,911	2,657	12,348	12,347	28,637						
COSTA RICA		3,617	4,278	14,605	16,548	28,782	995	1,192	4,021	5,167	7,927						
HONDURAS		2,721	2,311	6,797	6,291	16,784	522	481	1,616	1,411	3,523						
OTHER		15,765	14,027	54,217	57,284	127,861	4,428	4,330	17,985	18,925	40,086						
FR CANTLPE(MAY)	MT	12,427	16,841	12,427	16,841	83,693	4,492	6,255	4,492	6,255	22,689						
MEXICO		5,738	5,253	5,738	5,253	46,258	2,179	2,130	2,179	2,130	20,467						
COSTA RICA		2,300	4,722	2,300	4,722	48,065	934	1,518	934	1,518	14,828						
GUATEMALA		2,782	2,391	2,782	2,391	60,850	616	569	616	569	14,895						
HONDURAS		302	676	302	676	23,389	67	170	67	170	5,421						
OTHER		23,549	29,883	23,549	29,883	262,255	8,288	10,643	8,288	10,643	77,301						
FR MELON,OT(MAY)	MT	5,652	5,631	5,652	5,631	44,191	2,672	2,409	2,672	2,409	14,639						
MEXICO		1,014	1,934	1,014	1,934	26,556	392	389	392	389	12,098						
COSTA RICA		1,661	3,639	1,661	3,639	50,121	479	900	479	900	16,032						
OTHER		8,327	10,204	8,327	10,204	120,868	3,543	3,698	3,543	3,698	42,768						
FR ORANGES(NOV)	MT	0	0	0	0	9,382	0	0	2	0	10,635						
AUSTRALIA		652	1,652	4,475	8,783	6,849	225	566	1,969	3,460	2,592						
OTHER		652	1,652	4,476	8,783	16,234	225	566	1,980	3,462	13,245						
CANNED FRUIT																	
CND MANDRN(JAN)	MT	2,686	3,874	14,850	18,749	29,717	2,102	3,826	11,335	18,190	23,341						
EU 15		2,686	3,870	14,716	18,745	29,580	2,102	3,818	11,213	18,181	23,213						
SPAIN		1,702	2,862	6,090	8,559	19,914	1,323	2,814	4,513	7,737	14,697						
CHINA, PEOPLES R		101	40	253	444	948	65	48	223	540	828						
OTHER		4,490	6,775	21,194	27,752	50,578	3,490	6,688	16,070	26,467	38,866						
CND BLK OLV(NOV)	MT	974	975	7,925	6,372	12,078	1,980	2,191	15,127	14,274	23,739						
EU 15		763	847	6,588	5,103	9,944	1,512	1,882	12,118	11,316	18,786						
SPAIN		92	620	1,426	3,231	2,820	170	1,226	2,515	6,266	5,022						
MOROCCO		16	3	97	39	113	31	55	167	89	207						
OTHER		1,082	1,599	9,448	9,640	15,011	2,181	3,421	17,808	20,629	28,968						
CND GRN OLV(NOV)	MT	3,761	2,624	23,016	19,551	39,796	9,807	8,181	58,624	58,308	104,310						
EU 15		3,703	2,612	22,560	19,222	39,08											

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COMMODITY AND COUNTRY	COUNTRY REGION	QUANTITY						VALUE (1,000 DOLLARS)					
		CURR LAST	MO	CURR LAST	MO	YR TDT	YR TDT	CURR LAST	MO	CURR LAST	MO	YR TDT	YR TDT
DRIED FRUIT DATES(SEP)	MT	461	56	3,391	1,570	4,346	447	61	3,447	1,517	4,288		
PAKISTAN		41	169	859	869	984	48	210	1,377	1,433	1,546		
OTHER		503	226	4,250	2,440	5,330	495	272	4,824	2,951	5,835		
Subtotal:-----													
DRD FIG(SEP)	MT	98	119	1,113	1,225	1,329	119	136	1,622	1,718	1,854		
TURKEY		0	0	761	1,134	761	0	0	1,820	2,736	1,820		
EU 15		0	0	727	1,069	727	0	0	1,695	2,572	1,695		
GREECE		0	0	1,186	267	1,376	0	0	518	884	1,203		
MEXICO		0	0	77	26	78	0	0	96	64	98		
OTHER		0	0	3,137	2,652	3,545	119	136	4,056	5,402	4,975		
Subtotal:-----													
DRD RAISIN(AUG)	MT	0	480	3,413	4,847	3,413	0	397	3,151	4,220	3,151		
MEXICO		119	197	2,068	1,658	2,151	125	216	2,110	1,660	2,187		
TURKEY		222	264	811	1,750	1,015	282	325	1,006	2,092	1,271		
CHILE		0	74	328	254	376	0	97	349	301	403		
OTHER		342	1,014	6,620	8,509	6,955	407	1,035	6,617	8,273	7,012		
Subtotal:-----													
FRUIT JUICE(SSE)													
APPLE JUIC(JUL)	KL	29,603	26,504	266,237	274,439	301,622	5,868	7,585	56,587	70,953	63,142		
EU 15		50,765	65,212	249,613	259,609	329,391	7,804	16,467	45,027	47,895	56,887		
ARGENTINA		22,810	19,541	182,503	201,869	206,824	4,607	5,591	40,194	53,478	44,839		
GERMANY		37,381	36,109	417,279	337,431	450,857	6,540	9,474	83,288	73,782	89,393		
OTHER		117,748	127,826	933,129	871,479	1,081,869	20,212	33,526	184,903	192,631	209,422		
Subtotal:-----													
FCOJ(DEC)	KL	80,806	4,049	641,363	238,391	1,294,427	15,219	781	121,383	46,514	235,899		
BRAZIL		24,547	43,289	133,913	218,015	220,694	5,244	9,538	32,473	50,865	52,557		
OTHER		105,352	47,338	775,277	456,406	1,515,121	20,463	10,318	153,856	97,379	288,456		
Subtotal:-----													
GRAPE JU(JAN)	KL	5,212	69	16,557	2,288	23,269	2,673	80	8,685	1,357	12,643		
EU 15		2,858	69	9,414	2,198	12,156	1,420	80	4,769	1,318	6,471		
ITALY		2,353	0	6,994	69	10,898	1,251	0	3,819	1,17	6,017		
SPAIN		1,391	198	3,117	3,475	12,663	414	72	1,055	1,173	4,500		
BRAZIL		2,808	4,779	8,379	15,126	30,935	818	1,389	2,843	4,466	9,537		
OTHER		9,410	5,047	28,053	20,890	66,866	3,905	1,541	12,582	6,997	26,679		
Subtotal:-----													
PNEAPL JUCN(JAN)	KL	7,644	6,306	38,715	46,771	95,904	1,487	845	7,480	6,339	15,324		
PHILIPPINES		6,907	9,496	50,219	69,173	92,632	1,683	8488	10,356	14,423	14,518		
THAILAND		1,241	1,876	8,052	7,622	24,503	398	500	8,117	1,753	35,265		
OTHER		15,792	17,678	96,985	114,566	213,039	2,838	3,029	18,085	18,449	18,449		
Subtotal:-----													
PNEAPL JUNC(JAN)	KL	4,157	3,049	19,563	18,541	43,380	1,312	946	6,505	5,728	12,278		
PHILIPPINES		1,432	1,515	4,289	6,248	10,030	1,231	1,243	3,531	4,983	8,176		
THAILAND		139	1,796	3,728	5,255	10,691	114	355	731	989	2,058		
OTHER		5,729	6,361	27,580	30,044	64,101	2,656	2,545	10,767	11,700	22,511		
Subtotal:-----													
FROZEN FRUIT FZN STRBRY(DEC)	MT	3,663	4,221	14,602	22,667	17,926	3,469	3,991	13,923	21,744	17,210		
MEXICO		96	115	578	494	866	144	389	1,600	1,631	2,208		
OTHER		3,759	4,335	15,180	23,161	18,792	3,613	4,380	15,523	23,375	19,418		
Subtotal:-----													
FRESH VEGETABLES FR BEANS(OCT)	MT	64	191	9,734	12,198	9,782	97	197	12,880	19,823	13,004		
MEXICO		36	17	309	302	922	26	37	231	275	723		
OTHER		100	208	10,042	12,498	10,704	123	235	13,111	20,099	13,727		
Subtotal:-----													
FR CARROT(OCT)	MT	795	162	36,326	54,798	48,304	354	112	8,783	16,042	12,253		
CANADA		1,903	3,793	10,424	15,712	11,417	496	572	2,633	2,523	2,924		
MEXICO		0	43	285	163	373	0	46	173	123	256		
OTHER		2,699	3,998	47,035	70,673	60,095	850	730	11,589	18,688	15,433		
Subtotal:-----													
FR CABBAGE(OCT)	MT	159	645	7,289	16,021	12,282	33	184	1,721	4,354	3,022		
CANADA		272	824	3,475	6,321	5,481	38	183	1,564	1,315	942		
MEXICO		34	0	190	34	190	27	0	86	124	86		
OTHER		464	1,469	10,955	22,376	17,953	99	367	2,371	5,693	4,049		
Subtotal:-----													
FR CELERY(OCT)	MT	863	1,508	8,175	19,870	8,224	202	521	2,234	8,823	2,250		
MEXICO		0	0	422	370	4,237	0	0	147	126	1,267		
CANADA		0	11	60	101	60	0	23	19	134	24		
OTHER		863	1,518	8,657	20,339	12,522	202	544	2,399	9,083	3,541		
Subtotal:-----													
FR CUCMBR(OCT)	MT	10,187	11,521	212,853	198,010	230,969	4,372	3,579	91,310	114,267	99,441		
MEXICO		443	961	17,361	17,497	20,004	388	6,652	5,057	5,325	7,461		
OTHER		10,629	12,482	230,214	215,507	250,973	4,760	4,231	98,367	119,592	106,902		
Subtotal:-----													
FR CAULFLWR(OCT)	MT	0	22	536	910	3,324	0	8	174	323	1,186		
CANADA		32	13	1,643	1,948	1,662	8	7	484	542	487		
MEXICO		0	0	0	13	0	0	0	0	8	0		
OTHER		32	35	2,179	2,870	4,986	8	15	659	873	1,674		
Subtotal:-----													
FR GARLIC(OCT)	MT	3,665	5,031	7,272	10,830	10,289	3,586	6,179	6,484	12,721	10,397		
MEXICO		717	0	14,876	322	16,219	696	0	7,997	139	8,940		
CHINA, PEOPLES R		29	98	3,485	5,395	4,609	77	97	4,364	7,576	5,490		
OTHER		4,411	5,129	25,633	16,548	31,117	4,358	6,276	18,844	20,436	24,828		
Subtotal:-----													
FR ONION(OCT)	MT	17,486	16,618	160,369	159,745	180,514	10,654	10,974	94,191	94,287	108,275		
MEXICO		636	849	61,265	28,922	67,887	616	713	22,037	12,307	23,494		
OTHER		18,122	17,467	221,634	188,668	248,401	11,270	11,687	116,228	106,594	133,769		
Subtotal:-----													
FR PEPPERS(OCT)	MT	9,621	8,732	130,821	145,510	143,889	9,163	7,990					

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COMMODITY AND COUNTRY		QUANTITY										VALUE (1,000 DOLLARS)								
		COUNTRY REGION		CURR LAST	MO YR	CURR LAST	MO YR	YR TDT	CURR YR	LAST	CURR LAST	MO YR	CURR LAST	MO YR	YR TDT	CURR YR	YR TDT	CURR YR	LAST	
FRESH VEGETABLES																				
FR TBL POT (OCT)	MT	CANADA	14,650	11,920	182,806	109,828	210,824	3,529	1,751	42,984	20,938	48,829								
OTHER		Subtotal:-----	14,650	11,922	182,857	109,858	210,883	3,529	1,753	43,003	20,960	48,860								
FR TOMATO (OCT)	MT	MEXICO	22,925	37,305	323,273	413,481	381,437	12,484	21,854	259,649	299,195	300,973								
OTHER		Subtotal:-----	25,599	40,489	332,881	424,224	401,876	16,160	26,351	271,800	317,659	328,155								
FR ASPARG (OCT)	MT	MEXICO	0	0	14,181	17,216	18,201	0	0	24,330	30,542	29,098								
PERU		30	142	4,367	6,343	6,694	66	291	6,037	9,704	9,728									
OTHER		Subtotal:-----	35	222	20,655	26,377	27,711	85	502	32,500	43,497	41,829								
CANNED VEGETABLES																				
CND TOM PST (JUL)	MT	MEXICO	11,125	4,742	20,115	7,239	28,428	6,347	3,707	12,518	5,940	18,343								
CHILE		1,371	888	4,582	3,431	5,786	1,135	3,678	3,762	2,641	4,827									
OTHER		Subtotal:-----	13,430	6,728	32,503	20,911	43,412	8,151	5,148	21,433	15,595	29,193								
CND TOM SAUCE (JUL)	MT	EU 15	2,066	680	5,138	8,515	6,956	1,533	1,127	4,691	8,348	5,984								
SPAIN		1,917	259	4,023	5,159	5,574	1,431	884	3,996	6,601	5,152									
CANADA		288	647	4,283	5,558	4,507	178	422	2,804	3,847	2,959									
OTHER		908	602	3,608	8,438	3,926	483	233	2,464	7,515	2,659									
Subtotal:-----		3,262	1,929	13,030	22,510	15,390	2,194	1,782	9,959	19,710	11,602									
CND TOMATO (JUL)	MT	CHILE	1,794	1,434	9,393	14,509	11,194	827	621	4,540	6,537	5,358								
EU 15		1,216	2,048	14,653	20,191	16,699	398	552	4,712	5,984	5,304									
ITALY		1,199	2,031	14,412	20,019	16,403	392	547	4,623	5,932	5,200									
ISRAEL		1,149	1,188	9,797	10,197	11,366	273	466	2,978	3,815	3,408									
OTHER		439	212	4,062	1,351	4,426	226	93	2,055	651	2,215									
Subtotal:-----		4,597	4,881	37,905	46,248	43,686	1,724	1,732	14,285	16,987	16,285									
CND MUSHROOM (JUL)	MT	CHINA PEOPLES R	2,711	3,918	16,523	22,441	18,168	3,637	8,488	25,665	42,280	28,859								
INDONESIA		1,012	1,382	9,229	16,483	10,212	2,636	3,760	21,429	42,994	23,976									
HONG KONG		2,003	593	11,050	5,078	12,407	4,223	1,293	19,973	11,486	22,900									
OTHER		2,384	1,860	14,692	20,329	17,366	5,204	4,305	36,873	50,414	42,560									
Subtotal:-----		8,109	7,753	51,494	64,330	58,153	15,700	17,846	103,940	147,174	118,295									
FROZEN VEGETABLES																				
FZN BROCOLI (SEP)	MT	MEXICO	10,784	10,811	88,491	118,078	111,894	6,367	5,832	60,777	69,419	75,111								
OTHER		10,171	610	13,406	12,937	17,183	99	409	8,674	9,037	11,448									
Subtotal:-----		10,956	11,421	101,897	131,015	129,077	6,466	6,241	69,450	78,457	86,559									
FZN CAULFLR (SEP)	MT	MEXICO	153	308	24,882	21,972	26,053	110	210	21,801	14,090	22,679								
OTHER		72	101	2,291	2,180	2,946	33	60	1,099	1,477	1,522									
Subtotal:-----		226	409	27,173	24,152	28,999	143	270	22,900	15,566	24,201									
FZN POTATO (SEP)	MT	CANADA	12,636	17,552	97,926	119,420	128,822	6,744	10,659	54,290	71,048	71,265								
OTHER		Subtotal:-----	12,638	17,581	98,137	119,607	129,081	6,757	10,702	54,499	71,299	71,545								
TREE NUTS																				
PISTACHIO NSH (SEP)	MT	TURKEY	1	16	108	56	110	2	42	298	168	304								
HONG KONG		66	0	81	1	81	80	0	143	5	143									
OTHER		Subtotal:-----	67	16	189	126	191	111	42	442	115	448								
CASHEW NUT (AUG)	MT	INDIA	3,529	2,164	32,864	26,404	40,026	15,575	9,539	137,554	113,928	170,332								
BRAZIL		1,272	2,833	16,713	17,794	19,611	6,403	11,400	73,865	80,217	87,871									
OTHER		341	169	3,878	2,546	4,804	1,489	702	14,147	10,783	18,104									
Subtotal:-----		5,143	5,166	53,454	46,744	64,440	23,467	21,641	225,566	204,929	276,306									
FILBERTS (AUG)	MT	TURKEY	393	742	3,123	4,652	3,360	1,762	2,710	10,618	16,672	11,711								
OTHER		22	29	3,304	4,893	3,556	1,891	2,830	11,304	17,455	12,474									
PECANS NSH (SEP)	MT	MEXICO	43	20	6,667	19,097	6,667	46	29	7,599	37,767	7,599								
OTHER		0	0	3,327	41	327	0	0	1,081	68	1,081									
Subtotal:-----		43	20	6,994	19,138	6,994	46	29	8,680	37,834	8,680									
WINES																				
CHMP&SPRK WN (JAN)	KL	EU 15	1,663	1,489	6,690	6,939	29,631	15,350	14,559	62,500	65,069	269,026								
FRANCE		728	533	2,701	2,298	10,246	11,460	10,518	45,850	45,030	185,494									
ITALY		386	418	2,111	2,663	11,131	1,600	1,682	9,053	11,938	49,372									
OTHER		27	10	140	60	364	66	40	435	188	1,150									
Subtotal:-----		1,689	1,499	6,830	6,999	29,995	15,416	14,599	62,935	65,257	270,176									
FT&VERM WN (JAN)	KL	EU 15	1,332	1,110	4,990	4,927	14,201	5,345	5,971	19,263	22,273	56,651								
ITALY		750	449	2,918	2,571	8,087	1,913	1,109	7,218	6,634	19,802									
PORTUGAL		100	162	519	643	1,615	888	2,187	5,014	7,253	16,685									
SPAIN		439	443	1,266	1,389	3,667	2,352	2,380	5,838	6,806	16,223									
OTHER		11	18	66	124	215	55	82	269	479	911									
Subtotal:-----		1,344	1,128	5,056	5,051	14,417	5,400	6,052	19,532	22,753	57,562									
OTH GP WINE (JAN)	KL	EU 15	15,712	14,929	65,845	67,221	173,380	53,287	59,849	215,157	248,480	585,926								
FRANCE		5,728	5,187	21,745	21,814	58,150	27,527	30,481	108,825	123,170	293,182									

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